

NEWS ROUNDUP

Boy's body found after 26 years

The remains of a boy who disappeared a few days before Christmas 1962 have been found. Forensic scientists working with a team of archaeologists and a Home Office pathologist have identified the remains, uncovered by a man out walking his dog, as those of Stephen Jennings, aged three.

They were found half a mile from the boy's former home in the village of Little Gomersall, near Bradford. Last night police were still unable to disclose how the boy died.

He disappeared after wandering from his home to follow his brother Paul, aged four, who had gone to visit an aunt.

The remains were discovered in a shallow grave last Thursday near a playing field in nearby Cleckheaton. Police withheld an announcement until relatives of the boy had been told.

Last night a man detained in Telford, Shropshire, was being questioned by West Yorkshire police.

Child trapped in flat

A boy aged three was trapped in his home for three days while his mother lay inside dying of meningitis. Philip Smith tried to raise the alarm by pushing toys, books and paper through the letterbox of his mother's flat in Fox Hill, Bath, Avon. Neighbours saw the boy with his face up against the letterbox, but he was too shocked to shout and too small to open the door. When police broke in they found Miss Christine Smith, aged 31, had died hours earlier. The boy told officers: "My mummy is asleep and won't wake up. She fell out of bed." He was taken into care by social services, and may undergo tests to see if he is infected with meningitis.

Brain damage award

A boy who suffered catastrophic brain damage when a baby because of a doctor's negligence has been awarded £530,000 damages. Steven Lomax, aged 15, of Ullswater Close, Little Lever, Bolton, Lancashire, was aged four months when the doctor failed to diagnose gastro-enteritis. He became dehydrated and suffered a cardiac arrest leading to brain damage, his counsel, Mr Richard Clegg, QC, said in the High Court in Manchester yesterday. The award with costs was against Dr Bernard Higgins, of Rishton Lane, Bolton.

Nuclear station faults

The Central Electricity Generating Board is facing a bill of millions of pounds to enable one of its ageing nuclear reactors to meet the demands made by the Nuclear Installations Inspectorate. A long-term safety review for the Berkeley nuclear power station in Gloucestershire yesterday listed 17 key demands that must be met if the station is to continue operating beyond next year.

Alps deaths inquiry

The Salzburg state prosecution office will decide within the next few days whether to proceed against three teachers who accompanied a party from Altdorf School, Maidenhead, Berkshire, to Austria where four boys from the school fell to their deaths on a mountain. Berkshire County Council announced yesterday that it is to hold an inquiry of its own.

Drug plans unveiled

New drugs to fight the main causes of premature death are promised by research programmes unveiled by Britain's two biggest pharmaceutical companies. ICI has launched a £3 billion research programme while Glaxo is to spend £500 million on a drug discovery centre in Stevenage, Hertfordshire, part of a £1 billion investment. ICI has earmarked £14 million for the production of a drug to treat prostate cancer.

'Haunted house' plea

A couple who claimed their council house was haunted have been given High Court permission to oppose a Nottingham City Council ruling that they should not be rehoused. Mr Justice Nolan granted leave yesterday after being told the council had a duty to inquire into the case. Mr John Costello and his wife, Helen, who have two daughters, say they were forced out of the home in Melbourne Road, Aspley.

Girl held on murder

A girl aged 12 who is accused of murdering Carol Baldwin, aged 13, at a park near her home at Thorplands, Northampton, was remanded in care for a week by magistrates at Northampton Juvenile Court yesterday. Carol was stabbed in the back on March 26. Craig Staton, aged 17, of Northampton, who has been charged with murder, has been released on bail by the High Court until April 27.

Music and muesli for the inner city roadshow

By Peter Davenport
Over a breakfast consisting, in part, of muesli and Greek yogurt, and to the inspiring sounds of Ravel and Elgar, the Government yesterday launched its drive to encourage businessmen to help to revive the inner cities.

Mr Kenneth Clarke, Chancellor of the Duchy of Lancaster and the minister co-ordinating the regeneration programme, played host to 225 North-east businessmen in the first of six "Action for Cities" breakfasts.

Yesterday's event, starting at 7.30am, was held at a recreation centre in a large shopping complex in the centre of Newcastle upon Tyne.

During the next 10 weeks similar meetings will be held in Leeds, Manchester, Birmingham, Liverpool and London. By the end of the exercise Mr Clarke and Mr John Cope, the Minister for Employment, will have met up to 1,500 businessmen to explain directly the maze of government inner city initiatives and to urge their greater involvement in them.

More Tories join rebellion against community charge

By Our Political Staff
The Conservative backbench rebellion over the community charge was gaining strength last night as the number of MPs backing an attempt to relate it to people's ability to pay rose to 46.

The threat of the Government's majority being severely cut next Monday grew as the leader of the Tory campaign, Mr Michael Mates, MP for Hampshire East, made plain that he would not be "bought off" by any concessions that fell short of a change in the flat-rate nature of the charge.

Mr Nicholas Ridley, the Secretary of State for the Environment, is to address the Conservative environment committee tonight in an attempt to head off next week's revolt.

His aides have made it clear he has no intention of giving ground on the basic principle that the community charge for an area should be the same for everyone.

At a press conference yesterday to launch the Conservative local government elections campaign Mr Ridley did not rule out the possibility of some flexibility in the Government's approach.

He said repeatedly that he was listening to those Tories who were worried, though their message appeared to be somewhat confused.

"Some have objections of principle, some to certain aspects and details. To the extent possible, we will try to meet their problems."

It is thought any concessions may include more generous rebates.

Mr Mates said after addressing a meeting of the environment committee last night: "That is not going to be enough. It must address the question of ability to pay. People at the upper end have got to pay more."

About fifty MPs attended the meeting, and the large majority of speakers supported Mr Mates. His plan is to have three rates of community charge, standard rate for those on the standard rate of income tax, one and a half times the charge for those on higher rate tax, and only half

since the days of the Victorians through industrial development, war-time destruction and post-war re-building to the urban blight of today. It also highlighted some of the successes already achieved.

Quotations from Florence Nightingale, G B Shaw, Samuel Smiles and Titus Salt echoed across the public address system extolling the virtues of development with a social conscience. Then Mr Clarke, followed by Mr Cope, stepped up, bathed in spotlights, to deliver their message.

Mr Clarke urged his audience to emulate the leadership and vision of their Victorian ancestors by becoming involved in schemes to revive the inner cities. It made economic as well as social sense, he said.

There were already 300 private sector companies working with the 16 government task forces, 3,000 firms involved in various enterprise agencies and a further 100,000 in youth training schemes. Mr Clarke said the Government would spend

£3 billion on the inner cities this year and he wanted to see more firms joining in.

"We now have the best opportunity for years to regenerate the cities. We are not going to succeed overnight but we can start to transform the lives of some of the people who live there today", he said.

After the 45-minute presentation, which some in the audience described as "over-hyped", the businessmen were able to chat with the two ministers and to officials from the various agencies involved in the inner cities regeneration programme.

As they left the working breakfast to go to their offices the businessmen were handed an "action pack" bearing a message from the Prime Minister urging them to join a partnership between government, commerce and industry.

They were also each given a construction worker's hard hat, bearing the slogan "Action for Cities".

The government-appointed corporation responsible for the £500 million redevelopment of Cardiff's docklands was criticized yesterday for holding up private investment in the project.

Private companies have been urged by Mr Peter Walker, Secretary of State for Wales, to take an active part in the redevelopment of the run-down dockland area.

Avatar, a joint venture company established by London and Edinburgh Trust plc and Balfour Beatty Ltd, which submitted plans for a £30 million marina development surrounded by nearly 450 houses and flats, said the Cardiff Bay Development Corporation's first act was to serve notice of intended compulsory purchase on the 17-acre waterfront site, effectively blocking progress on the development.

The corporation denied that there had been any unnecessary delays.

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MPs back nurses' rise



Nurses listening to speakers yesterday at their rally (Photograph: Alan Weller).

Mr Nicholas Winterston, the Conservative backbencher, yesterday called on the Government to fully fund this year's nurses pay award as thousands of members of the Royal College of Nursing travelled to London today to press Mrs Margaret Thatcher to back the review.

The nurses were supported at a rally at Central Hall, Westminster by Mr Neil Kinnock, the Labour leader, Mr David Steel of the SLD and Mr Winterston, vice-chairman of the all-party social services select committee.

Mr Winterston said it would be unthinkable for the Government to decide not to give the nurses everything the review recommended. "The Government is on record as saying it will implement the recommendations of the review body unless there are clear and compelling reasons not to", he added. "My message is that there can be no such reason."

The Royal College of Surgeons has given training recognition to a junior doctor post in the Humana Hospital Wellington, a private hospital in north-west London, for the first time as part of a radical deal between the health service and the private sector involving the rotation of four surgical posts. The scheme, under which the health service will get a free junior cardiac surgery post, could pave the way for the private sector to provide a much greater input into training health service staff by providing both finance and facilities.

The Humana will provide £42,000 to fund the salaries of two senior house officers who will rotate with two existing posts at St Mary's Hospital in Paddington.

Help for drivers in London

By Rodney Cowton, Transport Correspondent

A large-scale pilot scheme using a computerized route guidance system to give motorists the best routes for travelling in London is planned by the Department of Transport.

The scheme could have the same effect on traffic when it is fully developed and extended throughout London as the construction of a second

M25, it was said yesterday.

Mr Paul Channon, Secretary of State for Transport, made the announcement when he launched a much smaller scheme to demonstrate how the system works. The present scheme consists of five beacons, mounted on traffic light posts, which provide information to computers installed in cars to guide them on a route from

Westminster to Heathrow Airport.

Mr Channon said it was hoped to mount a pilot scheme using 300 beacons and involving 1,000 specially equipped cars by 1990.

It is suggested that the cost to a user of the scheme, to be developed by private industry, might be about £250 for the equipment, plus an annual licence fee of about £25.

New talks lift hopes at Jaguar

By Craig Seton

Hopes of averting a strike by Jaguar car workers rose yesterday after management and unions reopened talks on the introduction of increased productivity levels.

The negotiations, between a management team and full-time union officials, continued last night. Jaguar made clear that if the talks failed it would impose the plan to increase output by 92 cars a week from Monday.

Jaguar said both sides had agreed to take no action while talks continued.

Ford of America is expected to make an announcement within two months on where to relocate the cancelled Dundee electronics plant. The company said yesterday it had been vigorously lobbied by almost every country in Western Europe.

Union officials at Ford in Dagenham, east London, warned that the introduction of staggered lunch-breaks to eliminate lucrative overtime payments would be resisted.

Increase in water bills

Privatization to take blame

By John Young

The average home can expect to pay steep increases in its water bill in the next few years.

The rises result from demands for "purer" drinking water, and from the introduction of metering to replace the present charges based on rateable value.

However, the increases will come after the 10 regional authorities in England and Wales are privatized, probably in the autumn of next year, and users are certain to associate the two developments.

The Government's recent announcement that it intended to implement an EEC directive on the nitrate content of water supplies has caught the authorities on the hop. Four authorities, Thames, Anglian, Severn Trent and Yorkshire, had until recently been granted exemptions from complying with the EEC limit of 50mg a litre.

The Government is understood to have acted on legal advice after the European Commission threatened to take the matter to the European Court of Justice in Luxembourg.

Objectors say that the EEC limit is arbitrary, and that possible links between nitrate intake and a few relatively rare diseases in Europe, such as stomach cancer and the so-called "blue baby syndrome" are unproven.

A time limit for compliance has not yet been set, and the Cabinet is still debating the issue of who should meet the costs: farmers, who are primarily responsible, by the application of nitrogen fertilizers to their crops; or consumers, by way of higher water bills to pay for treatment for nitrate removal.

The Government is considering designating "water protection zones", where the use of fertilizers would be restricted.

Mr John Simpson, operations director of Anglian Water, the largest authority geographically, blames scare-mongering for the present concern about the quality of drinking water supplies.

He said: "Present thinking seems to be that, unless you can prove that something doesn't do any harm, you must assume that it does. Water has always contained minute quantities of this and that, but the difference is that nowadays we have the means to measure them."

Legislation to change the status of the present regional authorities to that of public limited companies is expected to be enacted before the end of this year.

They will have responsibility for water supply and sewage disposal, while land drainage, flood defences, pollution control, fisheries, conservation, recreation and navigation will devolve upon a new National Rivers Authority.

Experimental metering systems are to be installed in a number of areas in Britain within the next year or so.

Yorkshire Water Authority hopes to cover buildings, equipment and drainage on 18 farms a day in Wharfedale this month in its first concentrated survey to help farmers eradicate systems and practices likely to cause pollution.

Brilliance defeats Speelman

The hopes of Jonathan Speelman were dashed in round 10 of the Swift World Chess Cup in Brussels when he was beaten by Anatoly Karpov, the former world champion.

Karpov, playing white, built up a powerful attack on Tuesday and won a brilliant game which was awarded a special prize as the most outstanding achievement of the round.

Full results: Wijnants lost to Seirawan; Sax drew with Nikolic; Karpov beat Speelman; Andersson drew with Labajevic; Salov drew with Sokolov; Nagels drew with Ljubojevic; Portisch drew with Beliavsky; Tal adjourned against Timman.

Leading scores: Karpov 7 pts; Beliavsky 6 out of 9; Salov 6; Portisch 5½ out of 9; Speelman and Nunn 5 out of 9.

By Frances Gibb, Legal Affairs Correspondent

The Solicitors' Complaints Bureau is taking up to a year to investigate complaints by the public alleging shoddy work by solicitors.

In one case, still unresolved, a woman from Bath complained to the bureau in April 1987 that her former solicitors had failed to pay her expert witness, a surveyor, in a building dispute. The surveyor took legal action against her to claim the money.

Three months after her complaint was lodged, the bureau told her it had written to her former solicitors, requesting the file. Two months later, she was told the file had been passed to a specialist in the bureau's report-writers' section.

In January this year she wrote for information and was told by letter the matter was being dealt with. She has heard nothing since.

She said: "I read that this bureau was being set up to take over the handling of complaints from the professional purposes committee

of the Law Society because it had been slow in dealing with complaints and this had caused bad feeling among the public. Of course, people want their complaints dealt with thoroughly, but I thought the whole point of this new bureau was to speed things up."

The bureau's new powers to investigate allegations of shoddy work - poor work which falls short of negligence or professional misconduct - came in on January 1 last year. Since then, 484 complaints have been lodged, of which 44

per cent have been concluded, although many may have come in late in the year.

A bureau spokesman said a year to process some complaints was not unusual and was "probably about an average". Later she said that for most complaints, six months was more likely although she "would not be surprised" if some took a year.

Investigations, to be done properly and thoroughly, were necessarily lengthy, she said. Solicitors were often slow in handing over the files

Solicitors' Complaints Bureau

Cases taking year to check

Laws to impose a limit on the amount of damages that can be awarded in cases of professional negligence are called for in a draft report from the International Bar Association.

The association, with some 11,000 members in 120 countries, is concerned about the high cost and lack of availability of indemnity insurance in the face of mounting numbers of negligence claims and ever-increasing damages awards.

It says many professionals, especially many international firms of accountants, face a grave risk of bankruptcy.

The report comes at a time when the Government has set up an inquiry, after repeated requests from the professions, into professional liability.

The proposed legislation would provide for compulsory insurance up to a figure adequate to ensure that people recovered their damages in full.

The final report will go to the association's biannual conference in Argentina in September.

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Yorkshire Water Authority hopes to cover buildings, equipment and drainage on 18 farms a day in Wharfedale this month in its first concentrated survey to help farmers eradicate systems and practices likely to cause pollution.

Stress drives more people to work from home

By John Spicer, Employment Affairs Correspondent

Rocketing house prices, the shortage of high-technology skills and the stresses of commuting to work are leading to a rapid acceleration of home-working, a leading computer consultant told a London conference yesterday.

Mr Frits Janssen, managing director of IT World, an information technology consultancy, said at a three-day human resources development conference at the Barbican that where the steam engine led to the industrial revolution, the computer was bringing an even greater revolution to Britain.

The technology and the cost of on-site working was accelerating home-based work at an amazing rate. But home working brought problems over tax, pensions and confidentiality.

There was also the difficulty of communication between workers and management.

On-site workers had mutual support and praise from their employers but at home those advantages did not exist. A better system of remote management had to be developed.

There were, however, many advantages in home working for employer and employee. Such overheads as rent, rates and heating were reduced and the home environment tended to increase productivity by between 10 and 30 per cent. Working hours were more flexible and staff stayed longer with one employer.

For the employee, home working meant no expensive travel and a move of home did not mean a move of job. At home disability was irrelevant and women with families to look after could still contribute.

Mr Janssen said Britain was leading the world in the concept of remote working. Many insurance companies were looking at it seriously and the Civil Service, with 500,000 employees, had launched a study. He said estimates varied from between 15 per cent and 50 per cent of the population being employed at home by the end of the century.

The conference was told that the Government was failing to prepare the British people for the changes that will affect everyone's lives after the unification of Europe in 1992. Ministers must remedy that failure if they were to avoid alarm throughout the workforce.

Mr Jeremy Harrison, a consultant on training policy to the European Commission, said the changes would be social as well as technological.

He called for an integrated system across EEC boundaries to deal with human resources, training and skill requirements. "If we are going to have a European approach, one must build into it the concept that the people will have to be prepared to work in a world of rapid evolution."

Poet speaks up for the word

By Philip Howard, Literary Editor

Mr Tony Harrison blew a trumpet blast for the power of the word against the world in his presidential address to the Classical Association at Bristol University. He said on Tuesday night that in the late twentieth century only the Muses - poetry, tragedy, and language itself - could help us to face the frenzy and despair of what Hesiod described as the fifth age, the Age of Iron.

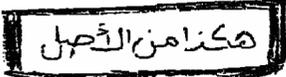
"The highest art is to say yes to life. But the spirit of affirmation has almost been burnt out of us. In reaction to our century's terrible events there has been a retreat from the word."

The age of poetry was almost dead. There had been an erosion of the affirmative spirit. The Muses themselves were weary in a century when Japanese babies were born with grey hair as a result of the atomic bombs.

Mr Harrison, whose work combines formal classical eloquence with the vernacular of street speech, said that language had to take on anything, especially the worst things in the world. The theatre allowed us to look the worst in the face without being turned to stone.

The ancient Greek theatre let spectators share the terror with their fellow audience, instead of being separated by arm rests and darkness. The masks of the ancient theatre kept their eyes and mouths open to terrible events, and continued to answer the Muses.

Mr Harrison said the education Bill meant that nobody from his working-class background would be able to make his or her way to the great founding models of classical eloquence again. He warned his audience that the ancient Greek poets and artists would have been harassed and banned by the new barbarians under Clause 29.



Border Fox gets 40 years as victim tells of 'barbaric act'

By John Cooney

The toughest sentence handed down in an Irish court, other than for the killing of a policeman, last night sent Dessie O'Hare, the so-called 'Border Fox', to jail for 40 years.

A special court consisting of three judges sitting without a jury sentenced O'Hare, aged 29, to 20 years for the kidnapping of dentist John O'Grady and a further 20 years for hacking off the tops of two of Mr O'Grady's fingers.

O'Hare, who pleaded guilty, will also serve a concurrent 15-year sentence for possessing a firearm with intent to kill when he was captured and wounded by Irish police at a road checkpoint in County Kilkenny last November.

In a further display of their determination to show no leniency towards terrorists who use 'Irish unity' to justify their actions, the judges also jailed O'Hare's second-in-command, Edward Hogan, aged 33, for 40 years - 20 for the O'Grady abduction and 20 years for the attempted murder of a policeman who tried to rescue the dentist.

Describing Mr O'Grady's abduction on October 14 last year as 'a barbaric act', Mr Justice Liam Hamilton, the presiding judge, said: 'It requires the mere recital of the facts to establish the brutality of these cold-blooded acts perpetrated for the purpose of terrorizing Mr O'Grady's family to pay the ransom.'

O'Hare, showing no remorse, made a 10-minute speech from the dock blaming Britain, Ireland, the IRA, prison officers, the police and his intended kidnap victim, Dr Austin Daragh, a millionaire, for his brutal treatment of Mr O'Grady, Dr Daragh's son-in-law.

O'Hare attributed the loss of O'Grady's fingers to Dr Daragh's 'selfish intransigence' in not paying a £1.5 million ransom and to at-

tempts by the police on the lives of members of the gang. O'Hare's speech drew scattered applause from friends and relatives in the public gallery.

A written statement from Mr O'Grady, which was read in court, revealed that he never doubted that he would be murdered by O'Hare if the ransom demand for his release was not paid by Dr Daragh.

But Mr O'Grady had no prior warning that O'Hare would chop off the tops of two of his fingers.

He described O'Hare as 'very volatile and unpredictable and was mostly aggressive.'

On November 3 O'Hare became especially agitated and ordered Mr O'Grady to write a new ransom note to his family.

'After I had written the note he (O'Hare) took it away and closed the door,' Mr O'Grady testified. 'He was wearing a balaclava when he was dictating the note.'

Later that day O'Hare brought Mr O'Grady into another room in the hideout house in the Cabra district of Dublin. 'He made me lie face down on the floor. This appeared to be a small room. Then the leader tied my legs together.'

'He then put a gag into my mouth and tied it behind my head. Then he unhandcuffed my hands. My left hand was taken and the finger splayed out on what seemed to be a board put under my hand.'

'He then told somebody, whom I presumed to be one of the three raiders, to stand on my hand. Then I felt something on my little finger and then there was a bang like a hammer coming in contact with a chisel.'

'Then I felt excruciating pain in this hand and I realized that he had cut off my little finger. I could feel the blood flowing.'

'Then I could feel more severe pain again, and I realized that he was cauterising my little finger with something hot.'

Mr O'Grady went on to disclose that he was later brought into another room where a sheet had been put around the wall. He was told to take off blackout glasses and to hold his hands up to show the stumps of his two fingers.

Three other members of O'Hare's gang, were sentenced yesterday: Fergal Toal, 25, was given 20 years. Anthony McNeill, 25, was given 15 years and Gerard Wright, 45, was given seven years for providing two 'safe' houses in which Mr O'Grady was held prisoner.

A teenager accused of involvement in the attack on two corporals murdered during an IRA funeral was today refused bail at Belfast High Court.

Anthony Gallagher, 17, of Cherry Gardens, Twinbrook, Belfast, was remanded in custody to await trial on a charge of causing grievous bodily harm to Cpl David Howes.

Cpl Howes and Cpl Derek Wood were shot dead after being taken from a car they were travelling in at the funeral of IRA man Kevin Brady in Andersonstown on March 19.

Moors mother told death facts



Mrs Winifred Johnson with Det Chief Supt Peter Topping on the moors yesterday (Photograph: Andrew Stanning).

By Ian Smith

After 23 years of mental torment Mrs Winifred Johnson was finally told yesterday how her son was lured at the age of 12 on to Saddleworth Moor and murdered by Ian Brady.

Details of her son's fate were disclosed to Mrs Johnson by Det Chief Supt Peter Topping, head of Greater Manchester CID, after he had spent three hours escorting her around the moorland site where they believe Keith was buried.

He told her that Keith Bennett was enticed into a car with Brady and Myra Hindley after being offered sweets and chocolates while walking to his grandmother's home. He was driven to Saddleworth Moor and persuaded to walk two miles to Shiny Brook, a lonely beauty spot, where he was strangled by Brady and buried.

Throughout their trek across Shiny Brook, Mrs Johnson had repeatedly demanded to be told of the confessions in which both Brady and Hindley last year described the killing to police.

'In my heart I knew within days of his disappearance that my son would never be found alive. And I have tortured myself with nightmares about how he was killed', Mrs Johnson said.

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Portfolio PLUS NEW Accumulator Prize for a keen gardener

The secretary of the Culham Laboratory, one of the establishments of the United Kingdom Atomic Energy Authority, is today's outright winner of the £4,000 first prize to the Portfolio Gold competition.

Mr Graham Wynn, of Ludlow Drive, Thame, Oxfordshire, is a keen gardener and hopes to put his winnings towards a conservatory at his home. He intends to put any residue towards a holiday in Ireland, with his Irish wife, Rita, and three sons.

Mr Wynn, aged 56, oversees research into nuclear fusion, which is aimed at controlling forces to produce electricity.

He said: 'It was a wonderful surprise and it certainly made the day. The only other prize I have ever won was a half-bottle of gin in a raffle.'

Partners in dispute over theft

By Michael Horsnell

The part-time employment of police officers on a security contract run by a private detective agency led to disputes between the company's two partners, an inquest was told yesterday.

The partner opposed to hiring officers, Mr Danny Morgan, was found dead with an axe through his face in a south London public house car park.

The jury at Southwark Coroner's Court, was told how Mr John Rees, the other partner, used off-duty detectives as security officers for a firm of car auctioneers. Mr Rees was robbed of £18,000 of Belmont Car Auctions' takings while trying to bank it.

Mr Peter Newby, the former office manager at the agency, Southern Investigations, said: 'Danny was very unhappy about the whole of the robbery and that the money had been lost. He was also unhappy because of John Rees' involvement with police officers in the Belmont affair.'

He named the officers as Det Sergeant Sidney Filley, Det Constable Alan Purvis and Det Constable Peter Foley. Mr Newby said that Sergeant Filley had joined Mr Rees at Southern Investigations after the death of Mr Morgan, aged 37.

Mr Newby said the agency had to lodge £10,000 with the High Court over the legal action taken by Belmont to regain its takings and that Mr Morgan was upset his firm should have to pay.

Mr Newby said: 'He said he felt John had exceeded his authority as a partner. They had an agreement they would never carry cash in transit. The situation between them had soured.'

He also told the inquest that Mr Rees had told him the night before Mr Morgan's murder that he had got 'the finger treatment from Sid'.

Sid was Sergeant Filley, who did not like the way Mr Morgan behaved in a public house they all used.

Mr Newby said Mr Morgan met his death after a meeting with Mr Rees in the Golden Lion at Sydenham, south London. Mr Rees was reluctant to answer police questions after a murder inquiry was launched, Mr Newby said. The inquest continues today.

Gold thief 'knew of home deal'

By Stewart Tandler Crime Reporter

The girl friend of one of the Brick's Mat robbers kept him constantly informed in prison as proceeds from the £26 million raid were used to buy her a £250,000 home, the Central Criminal Court was told yesterday.

Extracts from letters written by Mrs Kathleen Meacock to Michael McAvooy, serving 25 years for the gold bullion robbery, were read out.

Mr Nicholas Purnell, QC, for the prosecution, alleged that Turpington Farm at Bickley, south-east London, was bought with cash from a Swiss bank account.

Meacock, who later became McAvooy's second wife, and eight others have pleaded not guilty to charges involving the transportation or use of cash proceeds from the 1983 robbery.

When arrangements were made for McAvooy's then wife Jacqueline to have a £150,000 home, also in Bickley, a mortgage application was made describing her as a fashion model earning £18,000 a year. Mr Purnell said she was neither a fashion model nor earning £18,000. The case continues today.

Players 'squared up', court told

By Kerry Gill

Brawling between four international football players during an 'Old Firm' game between Rangers and Celtic at Ibrox Stadium, Glasgow, last year would never have been tolerated if it had happened on the streets, senior police officers said yesterday.

Inspector James Moir told Glasgow Sheriff Court: 'I don't think that kind of conduct should be tolerated in any circumstances. If that happened on the street, all four would have been in Govan police office.'

Terry Butcher, aged 29, Graham Roberts, aged 28, and Chris Woods, aged 28, all of Rangers, and Frank McAvennie, aged 25, of Celtic, deny conducting themselves in a disorderly manner and committing a breach of the peace at the stadium on October 17.

Chief Supt William Marshall told the hearing, before Sheriff Archibald McKay: 'They squared up to each other. If they hadn't been on a football field I would have thought they were about to start fighting.'

He agreed with Lord Morton, representing Mr Butcher, that the player appeared to be trying to separate Mr Woods, the Rangers goalkeeper, and Mr McAvennie, the Celtic

Holiday firms deny 'rip-off' on levies

By Martin Fletcher, Political Reporter

Holiday companies imposing last-minute surcharges are 'ripping off' the public on a huge scale, Sir Gordon Borrie, Director General of the Office of Fair Trading, told MPs yesterday.

He was immediately accused by Britain's largest tour company of 'giving a false and very misleading impression'.

Thomson Holidays and other tour firms said surcharges were made solely to recover the extra cost of aviation fuel.

Sir Gordon had told the Commons all-party trade and industry committee that the surcharges, ostensibly to cover increases in the price of aviation fuel, were without justification and breached the code of practice of the Association of British Travel Agents (Abta).

'They seemed to me to have been brought about because tour operators had been pushing prices down so low to get people to sign up and were looking for any excuse to put them up a bit to make some profit margin on the holidays', he said.

Sir Gordon disclosed that his office had taken the matter up with Abta, which had as a result announced that from this winter no surcharges would be imposed within 21 days of a holiday beginning.

However, Sir Gordon not only wants the undertaking to be extended to holidays booked for this summer but is concerned that tour operators should abide strictly by Abta's code of practice, stating that no unnecessary surcharges must be made.

There had been no recent increase in the price of aviation fuel to justify any of the surcharges being imposed by the tour operators, Sir Gordon said.

The issue was raised by Mr Joe Ashton, Labour MP for Bassettlaw, who had to pay

£12 in surcharges for himself, his wife, and daughter when they were to Cyprus with Horizon holidays at Easter.

Sir Gordon agreed unreservedly when Mr Ashton suggested the operators were 'ripping off' the public by sending in the surcharges on the final account without any mention of these in their brochure.

Mr Ashton suggested that with 17 million people a year taking package holidays, and with surcharges averaging £4

to £5, the operators were making huge amounts from these surcharges. Sir Gordon agreed that 'it must be a substantial sum of money'.

Thomson Holidays, which carries about one in three of British holidaymakers going abroad, said there was no question of leading tour operators imposing surcharges in the hope of making extra profit.

'Any surcharge we make is calculated 10 weeks before departure and solely reflects the extra cost to us of aviation fuel. We certainly do not make a penny profit from them.'

Any surcharges were kept to a minimum. People flying from Gatwick to Malaga in June, one of the most popular routes, would pay an extra £1.51 a head, 10 per cent going to the travel agent and the remainder to the airline.

Horizon, which claimed the extra £4 a head from the MP, said that between the time its brochure had been produced last April and Mr Ashton's departure at Easter fuel prices had increased by 25 per cent.

'We are certainly not ripping off anybody. At the time we produce our brochures, we are faced with a number of imponderables, including the cost of fuel. All surcharges do is cover our additional costs.'

Horizon estimated that surcharges this summer would average £2 a head.

Charter firm sets sights on Australia

By Harvey Elliott, Air Correspondent

Package holidays to Australia could soon replace the annual summer rush to Spain and Greece, according to Britain's second biggest airline.

Britannia Airways is confident that up to 200,000 British holidaymakers a year who are tired of charter flight holidays to Palma, Malaga, Alicante or Corfu would be prepared to pay up to three times for a holiday in Australia.

It has applied to the Civil Aviation Authority for a licence to operate charter flights to the southern continent. Mr Brian Christian, commercial director of Britannia Airways, said: 'People who are

prepared to spend £300 or £400 on a holiday are beginning to look further afield than the costas.'

'Our research shows that at least 200,000 leisure travellers a year would be prepared to spend about £1,100 on a three-week package to Australia even if it means foregoing a week or two in Spain for a couple of years.'

Britannia is about to take delivery of two new Boeing 767s with extended-range capability, enabling it to fly to Australia from Luton or Stansted within 24 hours.

An application for permission to sell seat-only tickets, which would undercut the present cheapest scheduled return air fare, is likely to be opposed by British Airways and Qantas.

More than a third of all foreign holidays last year were taken in Spain, the British Tourist Authority said yesterday.

More than 15 million overseas visitors, equal to the record total of 15,600,000 visitors to Britain last year, would use the Channel Tunnel in its first year of operation in 1993. Mr John Lee, Minister for Tourism, told the Waterside 2000 conference at Bristol yesterday.

Vicar describes anguish of loneliness

By Ronald Faux

A vicar whose plan to bring more evangelism to services has prompted bitter opposition among villagers said yesterday he had suffered loneliness because of the misrepresentation of his views.

The Rev John Earp, of the Church of St John the Evangelist in Hartley Wintney, Hampshire, said only his closest friends knew what the last two to three years had been like for him.

Mr Earp, aged 69, and vicar of St John's for 26 years, said

there had been no chance to explain because protest meetings had been held behind his back. Speaking on the second day of an ecclesiastical hearing at the church hall into his plan, Mr Earp said he thought some people would leave the church, but he doubted there would be a mass exodus. 'My experience is that parishes have a remarkable resilience.'

Changes Mr Earp wants to introduce include replacing the pews with chairs, which could be stacked away to make room for dancing during services. He has already put

castors on the altar so it can, when needed, be moved closer to the congregation.

Mr Earp said: 'I believe it is something that God has given me to do as part of my ministry here.'

He said some people felt uncomfortable about modern-style worship including the 'kiss of peace' in which members of the congregation shake hands. His wife did not like to be greeted in that way.

Mr Roger Kilgannon, chairman of St John's finance and building committee, said the

plans were part of the church's role to provide for all the parishioners.

Mr Brian Carlisle, churchwarden and leader of the St John's Protectors, a group set up to oppose the vicar's plans, accused Mr Earp of ruthlessness in pressing his reforms.

The protesters had put forward a compromise which would have allowed more space in front of the chancel steps for young people to hold their informal style of worship but this had been rejected without discussion. The hearing continues today.

Mugged thief barred from getting award

An Underground mugger who became a victim of violence on a bus failed yesterday in a High Court attempt to challenge a decision that he was not entitled to compensation.

Mr Justice Kennedy ruled that the Criminal Injuries Compensation Board had acted correctly last November when, because of his criminal record, it refused Mr Danny Taylor, aged 21, of Gants Hill, Ilford, compensation for pain suffered when he was stabbed in the face and stomach.

British Airways Plc and British Caledonian Airways Limited - Merger completed.

British Airways Plc ('BA') and British Caledonian Airways Limited ('B-Cal') announce the transfer to BA of the business of B-Cal with effect from 00.01 a.m. (London time) on 14th April, 1988.

All B-Cal flights will be operated by BA, although initially using the same B-Cal flight numbers. BA will honour all flight coupons issued by B-Cal and all bookings and other commitments of B-Cal in respect of flights.

There will be no need as a result of the transfer of business for any B-Cal tickets to be endorsed or validated. They will be accepted and treated by BA as they would have been by B-Cal. BA has also arranged that they will be accepted to the same extent as previously by other airlines.

Passengers proposing to travel on B-Cal flights will therefore be able to fly as intended. The only difference will be that the flight will be operated by BA.

If passengers have any questions they should contact their local BA or B-Cal sales shop or representative or their travel agent.

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Tombstone artists sense a last-minute revival

By Alan Hamilton

Monumental masons, two-thirds of whom have been driven out of business since the end of the Second World War by the fashion for cremation, are praying for a resurrection of popularity in the tombstone.

Representatives from all branches of the human disposal business are meeting in Coventry this week. They will hear that there is a growing and largely unfulfilled demand from the customer for their services.

Cremation accounts for 67 per cent of all exits from British life, compared with only 5 per cent at the end of the war. But since 1983 the number of crematoria remains taken away from crematoria for disposal elsewhere has increased by 18 per cent, and the number ordered to be kept while relatives

decide what to do with them has increased by 53 per cent.

Dr Frances Clegg, a bereavement counsellor, has worked with families who lost relatives at Zebrugga or King's Cross. She has completed a research project with Hull University which shows that the bereaved need memorials on which to concentrate their thoughts.

'Results show a significant tendency for regrets to follow cremation rather than burial', Dr Clegg concludes. 'Some concern the choice of cremation as such but a substantial proportion arise from dissatisfaction with the subsequent location of the cremated remains. People spoke of not knowing where the ashes are, of wishing that the scattering or interment of ashes had been in a more

meaningful place, and of lacking a focus for their grief.'

Dr Clegg also says it is quite normal for the bereaved to 'actively interact' with a memorial.

'Premature severance of the relationship by not allowing these needs to be met may be just as harmful to someone working through their grief as the undue prolongation of mourning and attachment to the dead person', Dr Clegg says.

She found that nearly two-thirds of those she interviewed were helped by having a memorial, and that a Book of Remembrance, sometimes the only memorial available at municipal crematoria, was inadequate.

The efforts of monumental masons to reintroduce the headstone are resisted by crematoria and diocesan

church authorities, who in their drive for easy maintenance of hallowed ground prefer their grass uncluttered.

There is plenty of room in most churchyards for the burial of cremated remains. However, the Rev Prebendary John Howe from Lichfield, Staffordshire, a delegate at this week's conference, said that his own diocese discouraged standing headstones for cremated ashes that were subsequently buried in churchyards, although it was prepared to allow small flat stones set into the grass.

Mr Sam Weller, director of the masons' public relations body, said: 'We have an instant disposal attitude towards life. People of the future will look at the cemeteries of today and say: 'What a dreadful civilization that must have been.'

adshow
scaring the slogan 'Action
The government-appointed
£500 million redevelopment of
diff's docklands was criticised
investment in the project.
Private companies have
urged by Mr Peter Walker, Secretary
of State for Wales, to take an active
part in the redevelopment of a
run-down dockland area.
Avatar, a joint venture company
established by London and
Ltd, which submitted plans for
£30 million marina development
surrounded by nearly 400
and flats, said the Council for
Development Corporation's
act was to serve notice of
compulsory purchase on the
waterfront site, effectively
progress on the development.
The corporation denied that
had been any unnecessary delay
Parliament, page 11

rises' rise

O'Hare is driven away to jail yesterday: no remorse

ter bills

take blame

for the world

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Police chiefs ready to defy authorities over plastic bullets

By Peter Evans, Home Affairs Correspondent

An overwhelming majority of chief constables say they would use plastic bullets in a riot, if they thought it necessary, irrespective of the views of their police authorities, a conference of the Police Foundation, an independent research body, was told in Oxford yesterday.

Dr Robert Reiner, reader in criminology at Bristol University, said in a paper that 71 per cent of the chief constables would take that action in those circumstances.

He based his paper on interviews with 39 of the 43 chief constables in England and Wales.

Dr Reiner asked how they would handle the situation if their police authority had expressly told them it was against the use of plastic bullets.

Only one said he would defer to the police authority's view, and there were highly exceptional circumstances in his relationship with his authority because of past friction.

Ten said the question would never arise in their area, because they saw eye to eye with their authorities on the issue. Most of those either

would not themselves be in favour of using plastic bullets, or were undecided.

"Most chiefs added that they would either do their utmost to persuade the police authority of the rightness of their action, or that the issue would not arise in their area because they enjoyed their authority's full support.

"But if it came to the crunch they would act according to their professional understanding, irrespective of the police authority's position."

But 61 per cent of the chief constables favoured the establishment of a local police authority for London on the same basis as exists for the provinces.

Dr Reiner believed that response mainly reflected "the genuine perception that the provincial chiefs benefit in the main from the relationship with their authorities, so long as these don't get out of hand".

Although 53 per cent were against a fully independent system for investigating complaints against the police, 32 per cent were in favour, and 15 per cent were undecided.

The paper said: "Support for independent investigation

was not based on an acceptance that there were substantive deficiencies in internal police investigations or a lack of independence on the part of Police Complaints Authority. It was seen as necessary to secure public confidence in the system."

Referring to central government influence, some chief constables cited instances where Home Office intervention had extended to specific operations, although many maintained it did not.

Cases of complaint against police to the Metropolitan Police area have fallen from almost 5,500 in 1979 to under 3,000 in 1987, Mr Mike Maguire and Dr Claire Corbett, of Oxford University's Centre for Criminological Research, say in their paper to the conference.

There was some support for the explanation that the reductions were due to greater efforts by shift inspectors to allay grievances and dissuade people from making a formal complaint.

The Home Secretary, Mr Douglas Hurd, met Scotland Yard chiefs yesterday to discuss growing concern being expressed over the extent of freemasonry in the police.

King of open road rises again



Mr David Bishop, manufacturing director of British Motor Heritage, left, and Mr Peter Mitchell, managing director, with a newly built MGB shell. In the background is the last factory-built MGB, produced in 1980 (Photograph: Harry Kerr).

By Daniel Ward, Motor Industry Correspondent

The MGB is to rise again, eight years after being killed off when it was no longer economic to sell the two-seater in the United States, its biggest market.

New MGB body shells will begin rolling out of a modern factory built at Farlington, near Swindon, Wiltshire, next June to be snapped up by enthusiasts.

Already, more than 100 MGB owners

are on the waiting list, ready to spend more than £1,300 on a body shell built by the Rover Group's British Motor Heritage subsidiary, which ensures that the company's old cars can be restored with well-made spare parts.

Mr David Bishop, manufacturing director of the company, said: "We want to keep as many MGBs on the road as possible. We are not re-inventing the car but the new body shell will keep the MGB alive into the twenty-first century."

He said that almost all the parts to

build a new MGB were still available. An enthusiast could build one from scratch for less than £5,000.

The original tools and manufacturing jigs will be used by 10 workers to weld the body together from 250 separate steel pressings.

The company is proposing to revive other famous models, subject to the tooling being available. While it is too late to bring back the revered Healey 3000, there is hope for the "Frogeye" Sprite, the MG Midget and perhaps the Morris Minor.

Rail union demands inquiry on brakes

By Roland Rudd

Rail travellers risk injury because of a faulty braking system, according to a dossier compiled by Aslef, the train drivers' union.

Mr Derrick Fullick, assistant general secretary of the Associated Society of Locomotive Engineers and Firemen, says several recent train accidents were due to the Westcode brake. He adds: "Management should order an immediate inquiry".

British Rail said: "Investigations into accidents did not find any underlying factor. Brakes are definitely out of the problem, although human error can be."

In this month's edition of the *Locomotive Journal*, the union has published a management directive to drivers telling them not to be "over-confident with the new Westcode brake fitted in class 142 and class 150 trains". It also warns the drivers "not to assume" a good brake.

The union dossier, compiled over nine years, alleges that the braking system "simply fades away" at below 20 miles an hour.

Drivers also complain of faults in a device intended to prevent skidding and sliding.

Mr Neil Milligan, Aslef general secretary, is meeting management on May 11.

King's Cross inquiry

Wood escalators remain big risk

London Underground has still not faced up to the urgent need to replace wooden escalators, the inquiry into the King's Cross fire was told yesterday. The blaze, which killed 31 people, started at a wooden escalator.

At the moment the Underground aims to replace six of them a year with metal ones. Mr Roger Henderson, QC, counsel to the inquiry, questioned whether that rate was anywhere near appropriate or acceptable in the light of the disaster.

If the worsening fire record of wooden escalators had been heeded there would have been a big improvement in the replacement rate, he said.

Twenty-one of the 118 escalators, 66 of which are the same as at King's Cross, are more than 50 years old; 54 are between 40 and 49 years old; and 20 are 30 to 39 years old.

A comprehensive report on escalator replacement sent by the Underground management to the Department of Transport last February was criticised by Mr Henderson for the way it failed to analyse which escalators were most at risk from fire.

Analysis had been done by officials of the inquiry, studying the thousands of Underground documents submitted for the report - but such analysis did not appear to

have been done within the Underground itself.

"This is an important report and its contents give rise to serious concern", Mr Henderson said.

He also read from documents dated between 1975 and the fire last November about the replacement programme.

Although some documents referred to fire risks, none conceded there was a big problem which meant wooden escalators should be replaced more quickly. Mr Henderson said: "I don't think there is such a document at all. Even now, when we come to 1988, London Underground itself doesn't appear to go that far."

Some of the documents were strongly financially orientated and the main hazards they addressed were of mechanical failure and catastrophic collapse.

The stated benefits of replacing wooden escalators with metal included ease of cleaning and maintenance. The reduced fire risk was only briefly mentioned, Mr Henderson said, in spite of the considerable increase in the number of fires on wooden escalators in the past 15 years.

Management plans suggested there was not a serious addressing of issues which were at the heart of the inquiry, Mr Henderson said. The inquiry continues today.

£1.2m raised from Liberace effects

The marathon sale of Liberace's effects was concluded in Los Angeles with a total of £1.2 million raised.

The late performer's 13 limousines sold well, his 1966 Rolls-Royce Silver Shadow fetched £28,587, more than twice the estimate, and a 1981 Zinner Golden Spirit, with four long trumpets extending from its radiator and "especially made for Liberace" emblazoned on the dashboard, went for £25,480.

Tuesday, the end of the four-day Liberace sale, was also a boom day for Christie's in New York.

Virtually everything was sold at its auction of English and Continental silver, sent by various American collectors, and fine Russian works of art.

Mr Jacques Koopman, the London dealer, was active, buying seven of the top lots. These included an octafold George I silver by John Charter of London, for which he paid £35,700, more than double its upper estimate, and £22,594 for a George II cake basket by Thomas Farra, also of London.

by Sarah Jane Checkland, Art Market Correspondent

Top price was £225,945 - nearly four times the estimate - for a set of 12 German dwarf candlesticks, four and a half inches high.

First consigned to Christie's from a "foreign royal collection" in 1951, and bought this week by an anonymous collector, the price reflected that prestige.

Other high prices included £112,972 for a George II teakettle, stand, lamp and tray, by Paul de Lamerie; and £59,459 for a set of 24 George III soup plates by Paul Storr, which was three times the estimate.

Top price at the Russian sale was £29,729 for a Fabergé silver mounted presentation vase.

The total for the silver sale was £1.6 million, and for the Russian sale, £500,000.

Stars pose puzzle

By Robert Matthews, Technology Correspondent

Astronomers in Hawaii have discovered what they believe is the oldest galaxy yet found, lying on the outermost fringes of the visible universe.

It is estimated at more than 13 thousand million years old and challenges key theories about the universe.

Scientists believed that the universe was created by a colossal explosion about 15 thousand million years ago until Dr Simon Lilly of the

University of Hawaii discovered the galaxy.

The enormous heat the creation generated should have prevented matter condensing into the galaxies we now see for at least four thousand million years, according to some theories.

Another puzzle facing astronomers is that Dr Lilly's galaxy appears to be older than many quasars whose violence is widely believed to represent the birth-pangs of galaxies.

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NATIONAL SAVINGS

YEARLY PLAN

WORLD ROUNDUP

Spanish expel Fleming again

Madrid - Spanish authorities yesterday expelled Mr John Fleming, aged 47, who was acquitted last year in London on charges relating to a £20 million Heathrow bullion robbery...

President's divorce

Bogotá - President Jaime Lusinchi of Venezuela has been granted a divorce from his wife after 39 years of marriage...

Byrd to step down

Washington - Senator Robert Byrd of West Virginia, left, is to step down as the Senate majority leader at the end of this year...

Suicide blast kills 3

Johannesburg - A suspected African National Congress "terrorist" blew up himself and two white policemen in the black township of Mzumbe in Natal early yesterday...

Panama gun battle

Panama City (Reuters) - About 100 US Marines exchanged sporadic fire, including mortar rounds, for about two hours with 40 to 50 unidentified intruders at a fuel storage depot...

Coup alert in Manila

Manila - President Aquino of the Philippines leaves for a visit to China and Hong Kong today with a nationwide military alert in force until his return on Sunday...

Judges can be sued

Rome - Italians wrongfully jailed because of a magistrate's blunder will soon be able to take the judge to court, sue him and even have him imprisoned under a new law approved by Parliament...

Doctor says toxic spray used against protesters

Israelis accused of nerve gas killings

Vienna (Reuters) - Israeli soldiers have used new and highly toxic gases against demonstrators in Gaza and the West Bank, a United Nations doctor who returned from the region recently said yesterday...

KGB chief blames Western agents for ethnic unrest

From Christopher Walker, Moscow

Mr Viktor Chebrikov, chief of the KGB and a senior member of the Politburo, yesterday delivered a hard-hitting speech accusing Western secret services of playing a part in stirring up the recent ethnic crisis in the Soviet republics of Armenia and Azerbaijan...

Warsaw tribute to ghetto heroes

Politics splits celebrations

From Richard Bassett, Warsaw

Five days of ceremonies and conferences begin here today commemorating the 45th anniversary of the ghetto uprising in Warsaw against the Nazis. As early as July 1942, as the Germans began to deport the population of the Warsaw ghetto to the gas chambers at Treblinka, a Jewish fighting organization was set up...

Militant's call for unity



Bhai Jasbir Singh Rode, right, the recently-released militant, surrounded by armed bodyguards before making a ringing call for unity at yesterday's gathering of 100,000 Sikhs.

Sikhs' new leader tries to heal ancient wounds

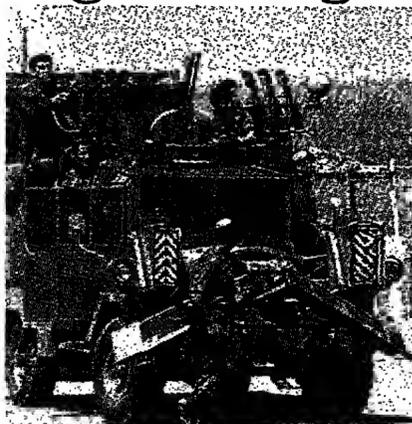
From Michael Hamlyn, Talwandi Sabo, Punjab

Bhai Jasbir Singh Rode, the new leader of militant Sikhs and the present best hope for the Indian Government to deal with, faced his first big test here yesterday. He acquitted himself comfortably well with a ringing plea for unity...

Young settlers display loathing for Palestinians

From David Bernstein Jerusalem

"I have always hated the Arabs, even before this latest incident," says 16-year-old Yaacov, one of the group of Israeli settlers involved in last Wednesday's bloody confrontation with Palestinians in the West Bank village of Beita...



Israeli troops manning a new riot control vehicle, designed to fire tear gas and rubber bullets, at the Shati camp in Gaza.

The £6 brunch. Is this the end of the Sunday lunch? Advertisement for Casper & Giumbini's restaurant.

Advertisement for Casper & Giumbini's restaurant, featuring a map of the location and details about the brunch and dining experience.

Vertical sidebar containing various advertisements and notices, including 'NG & LANDSCAPE', 'PING & HEATING', and 'MOTORING'.

Mujahidin leader says Kabul will be seized after Soviet pull-out

Cordovez rejects fears of bloodbath in Afghanistan

From Paul Valley in Geneva and Edward Gorman in Peshawar

Despite a Mujahidin warning yesterday that the rebels would seize control of Kabul "within days" of a Soviet pull-out and a stinging condemnation of the agreement due to be signed today securing a withdrawal of Soviet troops, the architect of the Afghan accord, Señor Diego Cordovez, remained confident the pact would hold.

Rejecting the notion that a bloodbath would follow the Soviet Army's departure, the UN mediator said: "I think that things will start changing now. There will be a fundamental change of attitude among all the people. The refugees will go back. There will be pressure on Afghan politicians to change their approach. People will go back to their traditional ways of behaviour. I am quite certain it will work well."

It was ironic, he said, that many Western governments and commentators who had previously pressed hard for a Soviet withdrawal were now along with the Mujahidin voicing such disquiet about its consequences. But the fact remained that the removal of Soviet forces was "a first but absolutely essential step to peace in Afghanistan".

However Mr Gulhuddin Hekmatyar, chairman of the seven-party Mujahidin alliance, attacked the Geneva peace accords due to be signed by Pakistan and Afghanistan as defective, unpracticable and ineffective.

In an interview with *The Times* at the heavily-fortified alliance headquarters in Peshawar, Mr Hekmatyar dismissed the entire UN-sponsored peace process as a waste

of time. In a reference to the efforts of Señor Cordovez, and those of the Pakistan Foreign Ministry he said: "We are sorry for those who have wasted all of their time in the last six years with lengthy negotiations. Finally, they have reached the stage of signing a piece of paper which is defective, unjust and unpracticable."

He said he could not understand how the UN, which A report in Tuesday's *Los Angeles Times*, quoting Pakistani intelligence sources, claimed that Sunday's disaster at an ammunition dump outside Islamabad was caused by the Afghan Government's Khad (secret service) agents. A senior Western diplomat in Islamabad, however, rejected the story categorically. The Government, which has ordered an inquiry, says it does not rule out sabotage.

strives for the right of self-determination for all nations, could allow an agreement to be reached under its auspices which would in effect ensure that "an illegitimate puppet regime" would remain in place in Kabul. He was in no doubt that by signing in Geneva the Pakistanis, and by implication the UN itself, were playing into the hands of the Russians, who had achieved their principal ambition: a lengthy withdrawal period during which they could establish economic and military conditions to ensure the survival of the Najibullah Government.

Nevertheless, he described the imminent withdrawal as "the first and biggest stage of our final victory". He said that the resistance currently controlled 90 per cent of Afghanistan and that a Mujahidin victory over Kabul would come in a matter of days after the last of the Soviet troops had left.

Any accord acceptable to the Mujahidin would have to result from direct negotiations between the two "real parties" to the conflict, the Russians and the Mujahidin, he added. Critics of the agreement, which provides for the Russian withdrawal but allows the Soviet Union and United States to continue arming the two sides in the Afghan civil war, claim that the peace plan is little more than a face-saving operation for the superpowers. They say that Afghanistan will slip into anarchy after the Russians leave, as war continues between the Communist Government in Kabul and the seven Mujahidin rebel groups, themselves likely to decline into inter-tribe feuding. Pakistan was persuaded to drop its demand for an interim government in Kabul representing all factions before signing the accord.

Yesterday, as last-minute haggling continued over the seating plan for today's signing in Geneva, Señor Cordovez, the UN Under Secretary for Political Affairs, said that intelligence from Afghanistan led him to be optimistic about the situation after the troops' departure.

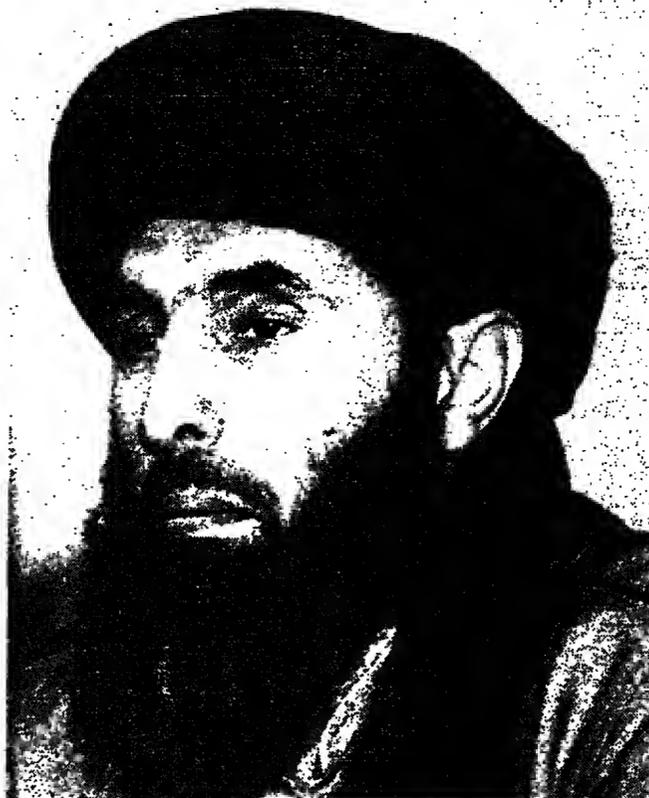
There would be two key elements in the situation after the Russians had gone — the attitude of the five million refugees in Pakistan and Iran, and the motivation of the Mujahidin commanders, Se-

ior Cordovez said. "It is sometimes said that they (the refugees) won't go back so long as Mr Najibullah (the Afghan President) is in power. That is not so. Most of them probably do not even know Mr Najibullah's name. The reason most of them do not go back is because they hear reports there are soldiers still in their village. Once they hear the soldiers have gone, they will return and that in itself will inhibit continuing fighting."

The Mujahidin commanders' objective, he continued, "is to get the Russians out". When the Russians disappeared, so too would the only factor which unifies the rebels and prompts their combined resistance. "Everyone should persuade the Afghans that they need to move towards a new government as soon as possible. But we cannot impose that upon them."

Yesterday the UN mediation team was confronted with last-minute hitches over the seating plan for the signing ceremony. The Pakistan and Afghanistan groups, who are due to sign three separate agreements, have so far never met face to face. "Getting them to agree where to sit is almost as difficult as getting the agreement was in the first place," one UN official said.

The US Secretary of State, Mr George Shultz, and the Soviet Foreign Minister, Mr Eduard Shevardnadze, will represent the superpowers. They will sign a separate agreement as guarantors. Sources close to the Soviet



Mr Hekmatyar, a Mujahidin leader, has branded the Geneva peace accords as defective.

delegation here report that detailed preparations are well in hand for the troop withdrawal. "Vietnam is not going to happen to the Russians. They will not leave clinging to helicopter skids, like the Americans did in Saigon. They will not allow themselves to be harassed by the

resistance as they retreat. There will be no private or public embarrassing spectacles. They are going to do it very skillfully."

The agreement provides for total withdrawal by February 15, 1989, but the Russians are indicating informally that they plan to be out by the end

of this year. They intend to remove 50,000 troops by August and the rest by December. Soviet troop strength in Afghanistan is estimated at 115,000, but it is said that as few as 20,000 of these are combatants. The withdrawal of the troops is to be monitored by 80 UN staff.

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The political struggle over the future of reform is expected to heat up in the approach to the all-union Communist Party conference due here from June 28-30, the first such gathering since 1941.

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Britain to celebrate Reagan's presidency

President Reagan's visit to Britain on his way home after the Moscow summit meeting is to be turned into a grand valedictory celebration of the Anglo-American relationship throughout his presidency (Andrew McEwen writes).

Government sources said that it was to be treated with pomp on a scale comparable with a full state visit, and would include meetings with the Queen and Mrs Thatcher.

Mrs Thatcher's trip to Poland and a tour of African countries planned by Sir Geoffrey Howe, the Foreign Secretary, have been postponed because of it.

Sachs better

Maputo (AP) — Mr Albie Sachs, the South African lawyer and anti-apartheid activist, is "making a very good recovery" since losing his right arm in a car bomb explosion here last week.

Border death

West Berlin (AP) — A man was found hanged from a tree in a restricted area along the Berlin Wall. Officials had to negotiate with the authorities in East Berlin about taking the body down.

Curbs lifted

Tegucigalpa (AP) — The Honduran Government is lifting a five-day state of emergency imposed after riots protesting at the deportation of an alleged drug trafficker to the United States.

No deporting

Boon — Pan Am airline staff in West Berlin have requested the right to refuse to help in deporting people whose applications for political asylum have been rejected.

Shop bombed

Turin (AP) — A shop specialising in Jewish publications was attacked with a fire-bomb. The previously unknown Revolutionary Anarchic Group claimed responsibility.

Mayor's guilt

Peking (Reuters) — The Mayor of Shanghai has accepted the blame for a ferry accident and a hepatitis epidemic that killed 22 people.

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Ending of costly conflict helps Gorbachov's battle for change

From Christopher Walker Moscow

Today's signing in Geneva of the pact which will take the Soviet troops home from Afghanistan will provide Mr Mikhail Gorbachov with a much-needed boost to his domestic popularity at a time when his reforms are under siege from powerful opponents in the Communist Party bureaucracy.

At every level of Soviet society there is no mistaking the enthusiasm for ending the involvement in the Afghan conflict which, after nearly eight years, seems to remain popular only among gung-ho career officers anxious for a theatre in which to make their names.

"I welcome it very much indeed, and so do my friends. It is time that

our lads were able to come back home and to be free of the dangers they were facing there," one Moscow mother of two children said yesterday. "The date of May 15 (when the pull-out begins) is one everyone is talking about."

Among Soviet intellectuals, Mr Gorbachov's determination to press ahead with the withdrawal is

seen as a welcome sign of his willingness to stand up to hardliners in the Kremlin, notably those who have argued that a

withdrawal under such terms would be a humiliation. "Mr Gorbachov's style for the last three years has been always to appeal over the heads of his opponents to the Soviet people, and this gives him a perfect platform for doing that," a senior Western diplomat said. "In our style of democracy this is a decision that would have won him a great many votes."

In recent months, the official media has been unshackled by the Moscow censors and allowed to print the first details of the horrors of the war and of the horrendous difficulties facing returning veterans, who are often spurned by a society which pays little heed to their problems, particularly dis-

ability. This unshackling, which began last year, is seen as a crucial part in Mr Gorbachov's scheme of letting the people know the realities of the war rather than the sanitized and idealized versions previously presented. But as conversations with people in Moscow and other parts of the country quickly reveal, the hush telegraph has long ago communicated the grim truth.

The treaty signing is being portrayed as a prime example of the "new thinking" in international affairs which Mr Gorbachov has been pursuing. It comes as the press is devoting increasing space to combating what are described as attempts to mount a "political platform" against *perestroika*.

Yesterday, the weekly *New*

Times carried a long article by Professor Anatoly Butenko attacking a polemic published last month by the popular Communist daily *Sovietskaya Rossiya*, challenging the furtherance of reform and defending Stalin.

The offending article, written in the form of a letter, was seen as inspired by supporters of Mr Yegor

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South Korean corruption scandal

Chun resigns his last two posts

From Gavin Bell, Seoul

One year after trying to obstruct democratic reforms in South Korea, former President Chun has been forced to relinquish his last vestiges of authority in disgrace.

Mr Chun announced yesterday that he was resigning as chairman of a council of elder statesmen, and as honorary president of the ruling Democratic Justice Party, because of the recent arrest of a younger brother on corruption charges. Addressing local reporters at his residence in Seoul, he said: "It is because of my lack of virtue that I failed to control my brother's behaviour."

Mr Chun's fall from grace, less than two months after stepping down as President, came amid growing demands for investigations into alleged scandals involving other members of his family during his seven-year rule.

If a day is a long time in politics, a year is an eternity. By an ironic coincidence, it was on the same date last year that Mr Chun tried to ban debate on constitutional reforms until after the Seoul Olympics later this year.

The nail in his political coffin was the arrest two weeks ago of his brother Mr Chun Kyung Hwan, aged 46, on charges of embezzling almost £6 million, accepting

bribes and evading taxes while chairman of Saemaul, a rural development agency.

The former President, on his return from a private visit to the United States last weekend, publicly apologized for his brother's criminal activities but said he had not been aware of them.

This failed to impress Mr Kim Myung Yoon, acting president of the opposition Reunification Democratic Party, who said: "His pretension to be ignorant of the Saemaul scandal is an immoral act to deceive and ridicule the public. If he really wants the truth to be revealed, he should volunteer to be questioned by the prosecution."

The past conduct of Mr Chun and his relatives has become a prominent issue in a turbulent campaign for general elections on April 26, with the opposition trying to taint the ruling party with the corruption associated with the old authoritarian regime.

Senior officials of the Justice party were uncertain yesterday how the affair would affect their prospects in what is expected to be a close contest for control of the 299-seat National Assembly. They rejected suggestions that Mr Chun's ignominy was the

outcome of a power struggle between members of his administration still in influential government positions and aides to President Roh.

However, the Information Ministry, in a recent briefing paper, said persistent reports to this effect posed a dilemma for Mr Roh's team: "They can

abolished provisions that would have allowed it to summon government officials and handle civil petitions."

The closest a Justice party official would come to admitting conflict was to say: "I think Chun might have sensed the mood of the people. By giving up everything, he may have wanted to eradicate suspicion that he was trying to influence government policies behind the scenes."

Regardless of the Chun factor, the Justice party strategists professed pessimism about the election, saying that regional loyalties favoured the opposition and that small groups and independents would capture votes from the ruling party.

Whether this gloomy prediction is merely an electoral tactic to galvanize support remains to be seen. If the fragmented opposition does gain control, however, the Chun clan's troubles may not be over. The Reunification party has vowed to invoke Assembly powers under the new democratic Constitution to investigate alleged misdeeds by Mr Chun's elder brother-in-law and a brother-in-law. There has been no suggestion that Mr Chun might face charges. But a lot can happen in a year.

Japan's banks get poison-pen letters

From David Watts, Tokyo

An extortionist demanding £900,000 has launched a nationwide series of threats against one of Japan's biggest banks and accompanied the menaces with poison.

Menacing letters and poison enough to kill 3,000 people were sent to five branches of the Sanwa Bank in various parts of the country. The sender, using the pen name Mr Kazuo Tanaka, and writing in classical Japanese, first despatched six plastic bags of poison to a branch of the bank in Osaka, demanding that it pay the money for the purchase of 14 items including a radio-controlled helicopter, dynamite and gunpowder. The poisons included potassium

cyanide, arsenic and potassium nitrate, among other lethal substances.

The sender warned that he would create panic by sending radio-controlled model aircraft loaded with explosives into banks and filling underground and commuter trains with cyanide and other lethal gases. The letters came from four different addresses in Osaka, all false.

The threats are being taken seriously because the handwriting suggests that the extortionist is not a young trouble-maker but most probably a radical bent on revolution and with a professional knowledge of poisons.

The threats began on April

4 according to Osaka police, who, in a change from their usual practice, yesterday gave details of the case, the biggest attempted extortion in Japan for four years. On April 6 the bank was instructed to leave a white flower at the employees' entrance as a sign that it was prepared to do a deal. But no one came to the bank to pick up the money.

Three days later a letter was received saying, "Our wish was ignored". On April 11 and 12, letters threatening to kill customers with cyanide gas were sent "because the bank president ignored our wish".

The earlier serious extortion case was in 1984. Known as the 21-Faced Monster case, it

involved random poisoning, over 18 months, of chocolates and other products made by an Osaka food company. Despite a massive police operation, the case was never solved.

The failure of the police to solve that crime emphasized the deficiencies of a force with a worldwide reputation for keeping the crime rate low and solving cases quickly.

But Japan's police force operates within local boundaries and is unable to respond properly to nationally organized crime. Moreover, the force's reputation has already been tarnished by lax discipline, with several police officers "retired" for drunkenness offences.

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AUST... Argent... Brazi... surviva...

Austere Dukakis banks on his cool reasoning

From Charles Bremner, New York

With the fate of his presidential campaign effort quite possibly in the hands of New York's big Jewish electorate, Mr. Michael Dukakis still stuck to his guns. He strode in front of Jewish leaders in Manhattan this week, pulled himself up to his full 5ft 8in, and did not tell them what they wanted to hear.

He did not oppose a Palestinian state, denounce the Rev Jesse Jackson for anti-Semitism, or affirm Jerusalem's status as Israel's capital. "I will still vote for him, but I would vote for Al Gore if it were not for the Jackson presence," said an Orthodox leader, voicing a typical lack of enthusiasm for the Massachusetts Governor.

regarded as one of the country's wisest political minds, predicts that Mr Dukakis's lack of passion will lose him an election — narrowly — against Mr George Bush despite the Republican's pale persona. "Jackson is a poet, Cuomo is a poet, Dukakis is a word-processor," the former President said last Sunday.

There is another telling difference. Mr Carter was "Jimmy" to everyone, a man of the people. The austere Mr Dukakis is Mike only on his campaign posters. To his intimates, including his Jewish wife, Kitty, he is Michael.

Unlike Mr Carter, Mr Dukakis is an optimist, with faith in a future of more jobs and growth of the kind that he has presided over in Massachusetts. In this, he appeals to the educated younger suburban electorate which swung behind Mr Gary Hart in 1984.

But unlike Mr Hart, and also the old liberals of the Hubert Humphrey school, the Governor is a parsimonious cost-cutter who does not believe money is the key. "He talks right but thinks left," said one Republican strategist. "He's real dangerous for us."

Unlike Mr Carter, Mr Dukakis, who is aged 54, has learnt how to play the political game and he learnt the hard way. In his first term of Governor from 1975, he shunned the grubby deal-making of the old Irish Democratic machine, rousing roughshod over many sensibilities. The cost was defeat in 1978, an event his wife calls his "public death".

He learnt the values of consensus while licking his wounds in his four-year "sabbatical" as a fellow at the Kennedy School at Harvard before putting his ideas back into practice after reelection in 1984.

As qualification for the White House job Mr Dukakis invokes the "Massachusetts Miracle", the transformation of his state from economic doldrums to high-tech show-place with one of the lowest unemployment rates in the country.



Mr Dukakis wooing the crucial votes of Hassidic and Orthodox Jews on the streets of Borough Park in New York.

Far more the puritan Yao-kee than Zorba the Greek, the reformist Mr Dukakis wants to project his competence to an America, tired of the visions, poetry and hunching of the Reagan Administration. He does not even try to fire up audiences, preferring to win them over by the cool reason he honed at his Quaker university, the Harvard Law School, and the Kennedy School of Government.

Earnest, humorless, sometimes sanctimonious, he is an easy target for his critics, including fellow Democrats who believe that the country's most popular party may be heading for yet another presidential defeat just as all the signs suggest that the time is right for victory.

Mr Richard Nixon, now without the humour, goes a widespread jest. The similarities extend to style. Mr Dukakis is well known for his austere habits in Massachusetts. He takes the Underground to work from his modest suburban house, buys his suits in Filene's Bargain Basement, a famous Boston institution, neither smokes nor drinks, and talks of growing tomatoes in the White House rose garden.

But to his supporters the equivalence stops there. While Mr Carter was an engineer outsider who dished out policies and swamped himself in the detail of day-to-day administration, Mr Dukakis has spent his whole working life as a government insider, albeit in his home state.

Michael Dukakis is like a country. "Mike Dukakis is the only chief executive among the candidates," says his New York television commercial. "He's the only one who has balanced budgets — nine of them."

According to his critics, he merely managed the benefits of the Reagan boom that would have come the way of Massachusetts without him. Maybe, he says, but he found innovative ways to distribute the wealth, foster growth and help the poor while showing himself capable of taking the hard budget decisions required of a good manager.

On foreign policy, Mr Dukakis offers the standard liberal Democratic fare. He opposes Star Wars and aid to the Nicaraguan Contras, and he wants American behaviour abroad to reflect the country's "principles and values".

Fairly naive, say the experts, who wonder if he is equipped to tackle the irrationalities of a Khomeini or stand tough enough against the seductive logic of Mr Gorbachov.

On another level, though, Mr Dukakis is better equipped than any recent President for insight into foreign thinking — he speaks four languages, including native Greek and fluent Spanish. While foreign policy is not winning or losing votes at this stage of the Democratic campaign, his language and ethnicity are oozing proving one of his strongest cards.

With victory now in sight, the experts are deluging Mr Dukakis with advice. For example, Fred Barnes, the influential commentator of *The New Republic*, told him this week that he badly needs to stop using abstractions like "social services", find some anecdotes and, above all, start building bridges with Mr Jackson.

While the souvlaki-chomping, bouzouki-dancing Dukakis plays well in New York, Chicago and Los Angeles, his strategists are working in broadening his appeal for conservative Southerners like the Texas party boss who told him: "We ain't never voted for no one with two k's in his name."

It is a given fact that a Dukakis ticket will require a running-mate with Southern appeal, as well as sex appeal, a man such as Senator Sam Nunn of Georgia, for example.

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Argentina and Brazil forge survival links

From Mac Margolis, Rio de Janeiro

Brazil and Argentina, the two South American giants, have managed to defuse once volatile rivalry and move slowly towards an unprecedented co-operation agreement.

Since 1985, the two presidents, Señor Raul Alfonsín of Argentina and Señor Jose Sarney of Brazil, have exchanged half a dozen state visits, signed 22 commercial and technological accords, and acclaimed their new-found bond from innumerable

scramble for second place, the developing countries have long overlooked their neighbours for more promising markets, technology, and culture from overseas.

So it was that Argentina, proud of its old-world heritage and once-robust economy, snubbed its neighbour to the north, cultivating ties with Europe.



President Sarney: Plunge in popularity after austerity.

Brazil, concerned about catching up and worried about Argentina's designs on its southern borders, wooed more muscular allies in England and later wrapped itself in the mantle of a "special relationship" with Washington.

But both have grown considerably. Now Brazil produces more manufactured goods than primary products, and Argentina, while still heavily dependent on agriculture, has a large internal market and a diversifying economy. They have emerged more and more as competitors in the global economy.

The rapprochement between them has arisen at the best and worst of times for both. The bilateral effort was born three years ago, with the re-emergence of civilian rule in both Brasilia and Buenos Aires, and has been heralded as the fruit of the two budding democracies.

Conceived in times of staggering national debt, looming recession, and nagging inflation, their new-found "latino-americanismo" has also been raised like an umbrella of mutual self-help.

The return of runaway prices and labour discontent has eroded the image of both courts. Argentina's Peronist party has fed upon the general restiveness and is likely to

President Sarney: Plunge in popularity after austerity. In the latest entente, when Señor Alfonsín spent three days with Señor Sarney last week, the pair signed another flurry of agreements, removing tariffs on some 524 manufactured goods and easing cross-border car sales.

Most importantly, they vowed to share information on the development of nuclear technology in the Declaration of Iperó, named after the newly inaugurated nuclear laboratory, near São Paulo, where Brazil is producing enriched uranium. Argentina, which has built five laboratory nuclear reactors, is far ahead of Brazil in atomic research.

Señor Alfonsín said: "Now we have no more secrets." Admiral Othon Luiz Pinheiro da Silva, who runs the Iperó laboratory, said that the bilateral accord rejected inspection by international nuclear regulatory authorities and "declares war on the common enemy who would impede our technological development".

Both presidents emphasized that their nuclear programmes had peaceful ends. Beyond the pomp and protocols, the heads of state also penned a loftier pact, a "declaration of dawning", which aims to create permanent co-operation between Brazil, Argentina and Uruguay, their mutual neighbour.

The three countries together have a population of about 175 million and economies, which, although idling now in a period of slump, are tending towards expansion. The principle behind the agreement is to serve as a springboard for a South American common market, an old but unproven idea for the developing world.

In Latin America, much as in Africa, a combination of uneven development, lingering colonial bonds and the hard facts of global markets have weighed against a strong regional economic community. As though in a fierce

President Alfonsín: "Now we have no more secrets." The Brazilian president, similarly, has watched his popularity plunge as once-hopeful economic reforms have given way to bitter austerity measures and looming strikes.

Señor Sarney and Señor Alfonsín seem to have made the best of their mutual plight in unveiling plans for a Latin American common market. The two giant rivals appear to have dropped their legacy of bickering for nobler goals — and two leaders in trouble have realized that they may be their own best friends.

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British COAL

THE ENERGY BEHIND BRITISH INDUSTRY

April 13 1988

PARLIAMENT

Uproar disrupts debate on social security

The emergency debate on the new social security system was interrupted by rowdy scenes culminating in the naming of Mr David Nellist (Coventry South East, Lab) and his expulsion from the Commons.

He had repeatedly tried to intervene in the speech of Mr John Moore, Secretary of State for Social Services.

On a point of order, Mr Nellist said he had the right to rise every minute or two to ask the minister to give way. That was the only chance the House had to ask him questions.

He continued to rise in his place, although the Speaker reminded him that this was a brief debate and he was being unfair to the rest of the House.

Finally, when Mr Nellist again rose in his place, the Speaker asked him to leave the chamber. Mr Nellist wanted to raise a point of order, but the Speaker said none could arise and he must leave the chamber, otherwise he would be forced to name him.

Mr Eric Heffer (Liverpool, Walton, Lab) shouted at the Speaker: Shut up, you stupid man! (Conservative protest)

After several further requests for Mr Nellist to leave the chamber, the Speaker named him and the motion expelling him, moved by Mr David Waddington. Government Chief Whip, was carried by 270 votes to 32 - majority, 238.

As the MPs began to divide, Mr Robert Clay (Sunderland North, Lab) shouted to the Speaker: You are a Tory stooge! (Conservative protest)

Mr Anthony Nelson (Chichester, C) wore the traditional top hat to raise a point of order complaining that what Mr Clay had said did great offence, not only to the House, but also to the Speaker. He asked for action as soon as the division was over, but the Speaker said that he had not heard the remark.

When the motion was carried he directed Mr Nellist to withdraw. Mr Nellist did so, remarking "I'll be back" and then pointed to Conservative MPs and said to the Speaker: "Keep those quiet as well."

Mr Ivan Lawrence (Burton, C) also asked the Speaker to act against Mr Clay, who, he said, had repeated the charge three times, but the Speaker reported that he had not heard the remark.

The fact that he had granted the emergency debate showed the allegation which Mr Clay was said to have made to be untrue.

Opening the debate, Mr Robin Cook, chief Opposition spokesman on health and social security, said that the Govern-

BENEFIT CHANGES

ment itself claimed that the changes represented the biggest upheaval in social security for 40 years.

But the Government had not been idle for the past nine years. It had abolished the link between pensions and earnings, leaving the pension for a married couple 14% lower than it otherwise would have been.

It had abolished short-term sickness benefit and the earnings-related supplement and taken what remained of unemployment benefit into taxation. It had repeatedly failed to up-rate child benefit, leaving it 10 per cent lower in real terms than it had been in 1979.

It had removed all board-and-lodging payments for those under 25 and, in the past two years, it had just about halved the number of single payments.

Against that background, it had been difficult to devise a new system that was even more



Mr Nellist: Several warnings from the Speaker

mean than the one it replaced and which left some people even worse off than they had been under the previous system.

The key question was: How many were worse off? Everyone on the Government benches had asserted that only 12 per cent would be worse off, but that figure was based on estimates taken from two sources of data - one taken in 1986 and the other in 1985 - and not on a third census of the eight million people affected by the changes.

It is an estimate based on a sample which is small in relation to the millions affected and taken so long ago that most of those now on social security were not claiming it at the time.

"It is also a calculation that wondrously treats the abolition of single payments as not being a cut at all."

The problem for the Government was that no organization

that had studied the impact of the changes agreed with its estimate.

"Ministers of this Government are a victim of their own arrogance that nobody else deserves to be listened to and taken seriously unless they are working within the Government."

It was a measure of the lack of confidence of the Government that it had commissioned no research of its own into the effect of the changes.

It had ignored the results of research by the Policy Studies Institute, which calculated the proportion of losers not at 12 per cent, but at 48 per cent.

"That may not be a reliable figure, because the PSI based its calculation on data supplied by the DHSS."

The Department of Social Administration at Oxford had taken a study of 186 claimants in the city and calculated that two-thirds would lose in cash terms, ignoring the abolition of single payments, and three-quarters would lose taking that abolition into account.

Nottingham University had carried out studies in Nottingham and Wandswoth, calculating that losers outnumbered gainers by 2-1.

Strathclyde Social Work Department had concluded that 154 of 200 claimants it had studied would be worse off.

"Unlike the Government figures, that is not an estimate; it is a real head count of real claimants, on samples that do not date from 1985, but from 1988."

Ministers could not even convince their own staff, who had insisted on floor to ceiling security to protect them from the frustration that they expected from claimants once the system was in operation.

The chairman of the Government's own Social Security Advisory Committee, Mr Peter Barclay, had put the losers at 43 per cent, based on figures supplied by the Government.

November, which showed that 3,650,000 claimants would be better off if the old system had been retained and up-rated by 3 per cent for inflation.

"With all its faults, with all the cuts, and not taking into account the abolition of single payments, 3,650,000 claimants are worse off under the new scheme than they were under the old scheme."

The view of ministers seemed to be that the old scheme had been too generous to too many people.

The Prime Minister reached her conclusion that 88 per cent of people would be no worse off on the basis that, although there were many people who now had a lower entitlement to benefit, the DHSS did not take the money away from them.

"Instead, they let the benefit shrivel away with inflation."

Mr Cook quoted the case of Mr Sinclair, of Cornwall, whose wife had a stroke two years ago

and, since then had been paralysed and able only to blink her eyes.

Her husband had had to give up work to look after her and her food had to be liquidized. The local DHSS appeared to have pulled out all the stops to give the maximum help and they received £89 a week in benefit. But, under the new rules, their entitlement was to be reduced to only £70 a week.

"Of course, Mr and Mrs Sinclair are not losers. Their cash is not being taken away, but their benefit is being frozen until their new entitlement catches up."

That would mean, on present estimates, that their benefit would be frozen until 1995.

"Mr and Mrs Sinclair are not losers: they are one of the 88 per cent paraded as those who are no worse off."

But it was worse than that. The couple lived in a two-storey cottage and Mr Sinclair had to carry his wife upstairs to bed every night. They had decided to move to a bungalow and the DHSS had awarded them an extra £9 a week to help.

But that was simply added to their entitlement, bringing it up to £79 - still below the amount they were receiving. They would, therefore, receive not a penny extra.

The purchase of the bungalow had thus fallen through. "Every night he carries her up and down the stairs, but of course we are told by the Prime Minister that they are not losers. They are among the 88 per cent no worse off."

Mr David Harris (St Ives, C) intervened to say that the Sinclairs' supplementary benefit payment had been £89.73 weekly, but that income support had been awarded at £93 a week.

Mr Cook said that he had got his figures from Mr Sinclair only last week. Mr Sinclair had been clearly of the view that he would be unable to buy the house he needed and was a loser under the changes.

Any disabled person claiming for the first time would start at the new benefit levels. A study by 15 citizens' advice bureaux had shown that 44 of 80 disabled persons would get lower benefits than they would have got before April 11.

Of 20 pensioners in the study, 14 would be worse off. Of 19 disabled claimants, 16 would be worse off.

These were deeply disturbing figures, even more disturbing because every year a third of claimants came on to the books of the social security system for the first time, so that next April a third of all claimants of income support would be assessed at the new levels.

About 15,000 people would lose all social security because they or their partner worked for more than 24 hours. One couple among them was Mr and Mrs Godden, of Bristol, whose case he had raised yesterday.

Mrs Godden suffered from



Mr Cook: Ministers could not even convince their own staff about the changes

multiple sclerosis, which would get worse. Already, she could barely walk the length of the house. She had three young daughters, the youngest aged two and the eldest eight. She had a mentally handicapped son who stayed in hospital during the week and came home at week-ends.

For such a household, Mrs Godden needed constant attendance. Mr Godden could give up his job and stay at home, with the family living entirely on social security. But he had chosen not to do that and had struggled to hold down his job which involved his working six days a week from 9pm to 6pm. He took home £128 a week.

There was another twist to the Goddens' story. It was true that they were living rate and rent free, but it was a tied house, so that if Mr Godden gave up his work, the family would be rendered homeless.

He would not be able to forget the reaction to the Goddens' story in the House the previous day. When the Secretary of State (Mr Moore) said that the Goddens had been on holiday, the Government benches had rocked with laughter.

The Government's supporters clearly believed that disabled

claimants should not have holidays but should be confined to some kind of housebound prison.

In fact, the family had spent 12 days in Plymouth visiting Mrs Godden's relatives, using a caravan lent by Mr Godden's employers free and renting a field for £2 a night. That, and the petrol from Bristol, had been the entire cost of the holiday.

But the Government had done something for Mr Godden. It would be churlish not to mention it. As a result of the Budget, his weekly wage had gone up from £128 to £130. So he had gained £2 a week while losing £48 from benefit.

"Here we come to the final and shaming contrast between the tax cuts in March and the benefit cuts in April. There need have been no losers at all from the social security changes. We know that. We know the Government had the money to prevent them being any losers because the Chancellor found £2,080 million to give to 750,000 top-rate taxpayers last month.

"There was no talk of targeting their need in the Budget speech, no talk of concentrating help where it was most needed last month. The Chancellor gave

away more money to those 750,000 rich than the money in the social security budget for 12 million claimants.

"That tells us all we need to know about this Government's priorities: this Government that helps the rich and punishes the poor. It is against those priorities that we will vote tonight" (prolonged Opposition cheers and scattered applause).

Mr John Moore, Secretary of State for Social Services, said that it was extraordinary that the Opposition should call for an emergency debate on the social security changes when they had been discussed and debated repeatedly in minute detail over the past months and years.

The changes had been under scrutiny both in the Commons and the House of Lords since the review process started in 1983-84. For example, the Social Security Act, 1986, which provided the legislative base for the changes, had been debated for more than 234 hours.

On the case of the Godden family, he said that the total income for the family was £247.70 a week for a family of five, living rent and rate free with one working son living at home.

Study of fire risks is ordered

The Government is to ask the Fire Research Station to have another look at the fire risks that may be posed by polystyrene tiles. Mr John Batecher, Under Secretary of State for Trade and Industry, said during questions.

Mr Michael Stern (Bristol North West, C) asked whether the minister planned to extend the steps being taken in respect of foam-filled furniture, to safeguard the public against fire from polystyrene tiles.

Mr Batecher said that the research station had previously reported that polystyrene, when properly installed, represented no significant addition to hazards, but he would ask the station to update its report.

Ilea debate is denied

An appeal by a Labour MP for an emergency debate on a poll of parents in London which showed them to be in favour of retaining the Inner London Education Authority was rejected.

Mr Jeremy Corbyn (Islington North, Lab) said that, of 265,596 ballot papers issued, 145,259 had been returned. Parents had been asked whether they were in favour of or against the forthcoming transfer of education functions to the local authorities.

"On the vote that took place, 8,004 voted in favour of the transfer and 137,021 voted against. In other words, 94.3 per cent of the vote cast was against the transfer which represents an absolute majority of those who were eligible to vote in the election (Labour cheers). In other words, 51 per cent of parents of London children have said no to transfer."

Gross profits are rising

The latest figures available for gross profits showed a trend of rising and increasing success in manufacturing industry, Mr Francis Maude, the Secretary of State for Trade and Industry, told MPs.

He said that these profits, up to 1986, including income from self-employment, increased at current prices from £2.2 billion in 1984, to £2.3 billion in 1985 and £3 billion in 1986.

Mr Douglas Henderson (Newcastle upon Tyne North, Lab) said that manufacturing investment was still 11 per cent lower than in 1979. The pathetic level of research and development in this country was lower than in France, Germany, Italy.

There should be an inquiry to consider the impact of that on investment.

Mr Robert Atkins, Under Secretary of State for Trade, repeated at question time that Mr Kenneth Clarke, Minister of Trade and Industry, was the architect of the campaign in the EEC to abolish steel quotas.

Mr Phillip Oppenheim (Amber Valley, C) said that quotas cost jobs by pushing up steel prices. Extension of quotas would do the British economy nothing but harm.

Steel quota campaign

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Scottish law

The School Boards (Scotland) Bill was read a second time in the Commons on Tuesday night.

Parliament today

Commons (2.30): Questions; Treasury; Prime Minister; Health and Medicines Bill, completion of remaining stages.

Lords (3): Public Utility 200 years despite some 50 different rates of sales tax and different systems of sales tax as well.

'Nudes ban' Bill introduced

A small number of dirty-minded newspaper owners and editors, who despised their own readers, thought that they had to serve up pictures of naked women to sell some of their nasty politics. Miss Clare Short (Birmingham, Ladywood, Lab) said in the Commons.

She was given leave by 163 votes to 48 votes - majority, 115, to introduce under the 10-minute procedure the Indecent Displays (Newspapers) Bill, which would make illegal the display in newspapers pictures of naked or partly naked women in sexually provocative poses.

The Bill had been opposed by Mr Eric Forth (Mid Worcestershire, C), who said that young ladies who chose to display whatever assets they possessed for profit were successfully exploiting the male population. The nude had an honourable place in the history of art and sculpture.

He also wondered who would have the responsibility for identifying who was partially clad, clad or unclad and what exactly was a sexually provocative pose.

Millions of people were freely exercising their choice every day to buy these newspapers. The

Bill was typical of the authoritarianism of the new Labour Party.

Miss Short said that the House had voted to give her leave to bring in a similar Bill two years ago, but it had failed to pass into law because Conservative MPs had objected to it anonymously every time it came up for second reading.

Since then she had received more than 5,000 letters from women but a significant number from men, supporting her proposals.

About a dozen of the letters had been from rape victims

whose attackers had said that they reminded them of women on page three or that they should be on page three.

Teachers had written that boys as young as six were bringing these papers in to school to cover desks for art lessons.

These pictures were helping to create a sexual climate that encouraged sexual assault, rape and sexual abuse of women and children.

The Bill was read a first time but is unlikely to become law because of the shortage of parliamentary time.

Firms well placed to benefit from EEC single market

The Government has received many warm responses to its campaign alerting British business to the challenges of the European Community single market, Mr Francis Maude, Under Secretary of State for Trade and Industry, said at question time.

It was a sad reflection on the competitiveness of British industry, he said, to suggest that the advantages of the single market, due to be completed in 1992, would be "all one way" in favour of our EEC partners. He thought that British companies were well placed to benefit from the opportunities the single market would offer.

An important phase in publicizing the advantages of the single market would start with a national conference at Lancaster House, London, next Monday.

Mr Alan Beith (Berwick-upon-Tweed, SLD) asked why the Government would not join

the European Monetary System before completion of the single market. Would the Secretary of State (Lord Young of Graffham) still be saving the time was not right in 1992?

Mr Maude said that it was not for him to predict the future.

Sir Ian Lloyd (Havant, C) asked whether the Government had estimated the huge savings in British customs administration from 1992 onwards?

Mr Maude said that there should be significant administrative savings. It had also been estimated that there would be significant economic advantages to the whole of the Community.

A report by the European Commission indicated that there should be an increase to the GNP of the Community in the order of £140 billion. That would be of great advantage to the United Kingdom.

Those suggesting the advantages would be all one way was a sad reflection on the competitiveness of British companies. British companies were in fact

MP's hat trick that upsets everybody

Conservative rebellions until they see the members walking through the lobbies. There is some justification for such doubts: the Conservative whips are formidable arm-twisters whenever the Government appears to be in any serious danger.

There is also a tactical consideration. The Government can be defeated only by Conservative revolt supported by a strong Labour turnout. But the more noisy and jubilant the Labour support, the more Tory rebels are liable to be frightened off at the last moment.

So the rebellion can be successful only if it is very clearly led by Conservatives, still achieve a more long-term purpose if the Government's majority is cut sharply. A strong Conservative vote in the Commons could encourage the Lords to vote for a similar amendment.

It has always seemed that the Bill was liable to have a more difficult passage in the Lords than on its initial passage through the Commons. But the Lords are customarily reluctant to manage legislation that is controversial.

Urban plans making good progress

Excellent progress is being made in implementing the Government's programme for the inner cities, Mr Kenneth Clarke, Minister of Trade and Industry, said during questions.

An order would be laid before Parliament next month to set up the new Lower Don Valley Urban Development Corporation, near Sheffield, and consul-

tants were about to be appointed to report on the extension of the Merseyside Development Corporation.

The first of 20 Safer Cities initiatives had been launched in Wolverhampton and the first of six new inner-city Small Firms Service offices was to be opened in Sheffield on April 19.

Mr Robert Adley (Christ-

church, C) said that, although he welcomed the progress being made, resources for investment both in the public and private sectors, were inevitably finite.

"For property developers particularly, the pickings for developing in the over-developed, lush South are far easier than in those urban areas to which he alluded."

Mr Clarke said that he did not accept that the level of investment was inevitably finite, but he shared Mr Adley's concern about the pattern of development.

The measures in the Action for Cities programme would make it more attractive to develop in those areas previously in decline.

Church Commissioners Inner cities fund is agreed

A measure to allow the Church Commissioners to contribute £1 million a year to a special fund to help the church to the inner cities was passed without a vote by the Commons late on Tuesday night. A national appeal for contributions to the fund is being launched next week.

The measure was moved for the commissioners by Mr Michael Alison, who said that it updated their powers so that they could assist dioceses with finances for church buildings in any area where social and economic changes had taken place.

It also gave them separate powers to make payments to the Church Urban Fund, which had been established in the Church of England to target financial assistance to urban priority areas.

He said that the establishment of the fund had been recommended by the archbishop's commission on urban priority areas.

It had been recognized that most of the fund's resources would have to come through a national appeal. The churches were shortly to embark on one



Mr Blackburn: MPs "taking historic step"

to raise not less than £18 million.

The fund's resources should include an annual contribution of £1 million from the church commissioners, who were confident that that would not prejudice their existing commitments or their basic object, the financial support of the clergy.

Mr Simon Hughes (South-west and Bermondsey, SLD) said that the fund was to be launched on April 20 and the two archbishops had asked that

in all churches the next weekend there be an appeal.

"This is going to be an essential method whereby the church can fund its mission in our urban areas."

Mr Alastair Burt (Bury North, C) said that real renewal was based around the church's biblical teaching and not around its social policies and social skills. It must always remember that the renewal which was God's work must come first.

Concentrate too much on the social and political side and move people 100 far away from God and they would not make the right connections and decisions. He believed that the measure would be sensibly used by the church to achieve exactly what was needed.

Mr John Blackburn (Dudley West, C) said that MPs should applaud the fact that, for the first time in so many years, the church had stopped, examined itself and proposed the method by which it should move forward well into the next century.

"We are making a most historic step, which will have a tremendous effect upon the spiritual values of this country."

MP's hat trick that upsets everybody

Mr Michael Mates has achieved a curious hat trick with his amendment to the community charge Bill that the House of Commons will be voting next week. It has opposed the Government, is supported with apparently only tepid enthusiasm by the Opposition, but stands a serious chance of winning a majority in the House.

The Government's dilemma is easy to understand. Here is a major amendment to the most controversial legislation now before Parliament, which has been put forward not by a congenial rebel but by one of the most serious and respected of Conservative backbenchers.

Relating the charge to a person's tax rate would be much more than a minor adjustment. It would overturn the principle of a flat-rate charge, to which ministers have committed themselves so often and so publicly. If it is passed by the Government, it would complicate the introduction of a community charge in Scotland, which is due next year. So it would also inflict a serious psychological blow on the Government.

It would also, as its advocates

claim, mitigate one of the most objectionable features of the Bill: that it pays scant regard to the individual's ability to pay. So it might make the legislation less socially divisive and politically contentious. But government ministers rarely choose to have wisdom thrust upon them in such humiliating circumstances.

Why then should the Labour Party seem so halfhearted about supporting the amendment? A little while ago it was thought that it might even refuse to do so, thereby scuppering whatever chance there might be of defeating the Government - though one is now told that this was always a mistaken impression.

There is inevitably a suspicion that it has been taking an Opposition's duty to oppose too literally. Why should they bother, since Labour members have been reasoning to improve had Conservative legislation? Why should they help the Government out of a ditch of its own making?

But such a cynical approach would make Labour's moral outrage seem utterly bogus. Wisely the party leadership is



Geoffrey Smith

taking a different attitude. It will first vote for its own amendment and then, in the sure expectation that these are bound to be defeated, it will vote for the Mates amendment.

It will do so, though, without much gusto. That is partly because Labour leaders regard the Mates proposal as no more than a marginal improvement, and partly because they think it has little chance of success.

Conservative rebellions until they see the members walking through the lobbies. There is some justification for such doubts: the Conservative whips are formidable arm-twisters whenever the Government appears to be in any serious danger.

There is also a tactical consideration. The Government can be defeated only by Conservative revolt supported by a strong Labour turnout. But the more noisy and jubilant the Labour support, the more Tory rebels are liable to be frightened off at the last moment.

So the rebellion can be successful only if it is very clearly led by Conservatives, still achieve a more long-term purpose if the Government's majority is cut sharply. A strong Conservative vote in the Commons could encourage the Lords to vote for a similar amendment.

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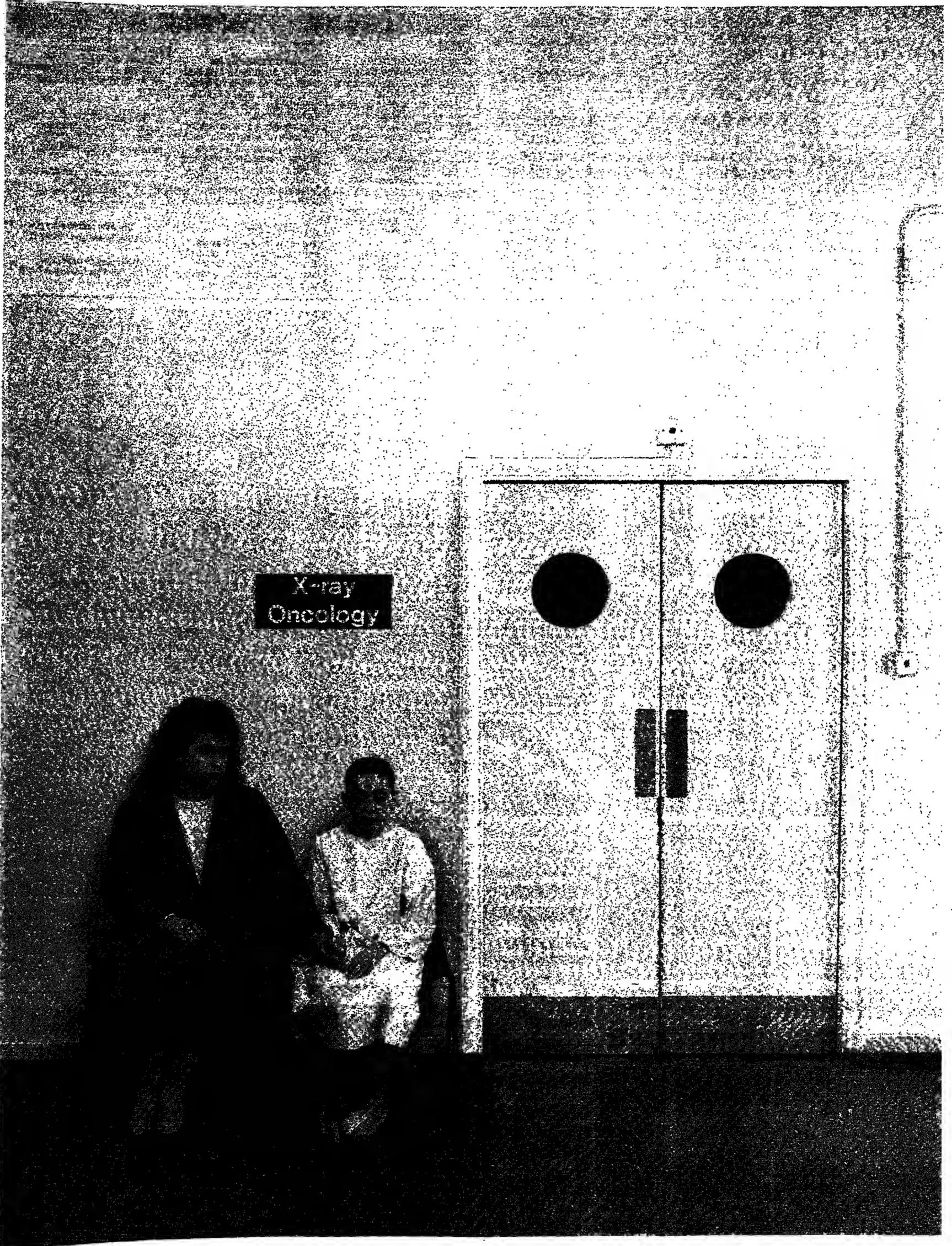
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The survival of the weakest.



Not so long ago a child suffering from a condition like leukaemia would almost certainly die.

Thankfully, today things have changed. Important advances have been achieved in the treatment of childhood cancers. Many children with leukaemia now make complete recoveries.

In fact, these days around a third of all people with cancers (adult and child) are cured.

The British pharmaceutical industry, working with universities, hospitals and charitably funded laboratories is striving to develop new and better medicines.

Experts believe that by the year 2000 around a half of all cancer cases will be curable.

But this is a battle that medicines and surgery alone cannot win. Your help is needed too.

And the best way that you can help is to help yourself.

Stop smoking and eat a balanced diet with plenty of fibre and not too much fat.

You'll significantly reduce your chances of getting cancer.

Together, prevention and improved treatments could make the threat of cancer seem just a thing of the past to this child's grandchildren.

THE BRITISH PHARMACEUTICAL INDUSTRY. HELPING TO KEEP BRITAIN HEALTHY.



Study of fire risks is ordered

The Government is to set the Fire Research Station to have another look at the fire risks that may be posed by polystyrene tiles. Mr John Butcher, Under Secretary of State for Trade and Industry, said during a question time in the House of Commons that the minister planned to extend the scope of the research to include foam-filled furniture, to guard the public against fire from polystyrene tiles.

Hea debate is denied

An appeal by a Labour MP for an emergency debate on the issue of retaining the former London Education Authority, was rejected.

Mr Jeremy Corbyn (Hull) said that 145,000 papers issued to 145,000 parents had been returned. Parents had been asked whether they were in favour of or against the forthcoming transfer of education functions to the local authorities.

On the vote that took place, 504 voted in favour of the transfer and 137,000 voted against. In other words, 80 per cent of the vote cast was against the transfer.

Gross profits are rising

The British Cereals Authority has reported that gross profits of the industry are rising and that the industry is now manufacturing 1.5 million tonnes of wheat a year.

Mr Douglas Henderson, Secretary of State for Trade and Industry, said that these profits were a result of the industry's success in increasing its efficiency.

Steel quota campaign

Mr Robert Atkins, Under Secretary of State for Trade and Industry, said that the industry was launching a campaign to reduce the steel quota.

Scottish law

The Scottish Government has announced that it will be introducing new legislation to reform the law of Scotland.

Parliament today

The House of Commons will be debating the issue of the steel quota today.

Everybody

The Government is committed to ensuring that everybody has access to the highest quality of care.

fit

The Government is committed to ensuring that everybody is fit and healthy.

verybody

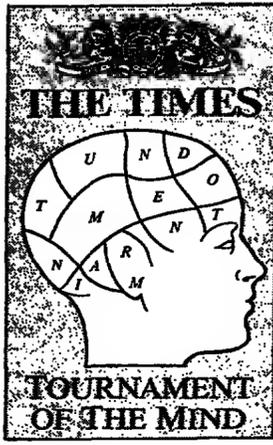
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SPECTRUM

Tournament of the Mind



● Round Four of the individual final of The Times Tournament of the Mind for the 124 top-scoring entrants, one of whom will win £5,000 and become The Times Mind of the Year

● Even those who have not reached the finals can enjoy the challenge of these questions every day this week. In the event of a tie, further questions will be set until a winner is reached

James Buckley, a project engineer with Royal Crown Derby Porcelain, is the first of our featured finalists so far who has not been able to fall back on a mathematical background.

The numbers questions you could usually tell if you had it right. I collaborated with another department head here at the factory, and whenever he reckoned I'd got something wrong, then it was straight back to the drawing board.

The most time-consuming question for him was: "Who wrote Music For Supermarkets?" In the end he simply browsed through a local music shop until he found it. The questions have become far more demanding this week. "I'm sticking with it," he says. "I think I was hooked right from the second or third day."

INDIVIDUAL FINAL - ROUND FOUR

This diagram is a dart board. Using five darts at a time, discover how many different ways there are of scoring a total of 477. Each dart hits the board and scores. Once you have used a combination of numbers you cannot use it again in a different order.

Dartboard diagram with numbers: 7, 100, 400, 70, 250, 0, 463, 80, 50, 27

You have just received a tax rebate but the cashier has made a mistake. He has written the figure which should be for pounds in the pence section and the figure for pence in the pounds section. This gives you quite a bit more cash, so you go out and spend £2.76. You then check your change and to your surprise discover that you now have exactly eight times what you were entitled to receive in the first place. How much ought you to have received from the Inland Revenue?

A square is made up 196 smaller squares, arranged in a 14 square grid. Can you tell us how many different rectangles of any shape and size you can count?

- 1. Which republic in the Pacific Ocean has an area of 2,130 hectares and, in 1982, had a population of 8,421?
2. Which pathologist originated the concept that disease arises in the individual cells of a tissue with his publication of Cellular Pathology?
3. Which series of conferences on science and world affairs is named after the village in which the first one was held?
4. In which science fiction novel was Laban Twissell a character?
5. On which English peak would you find Hell Gate, Heaven Gate and Needle's Eye?

Quick, quick, slow

Are motorways the dynamo for urban congestion? William Greaves and Rodney Cowton report

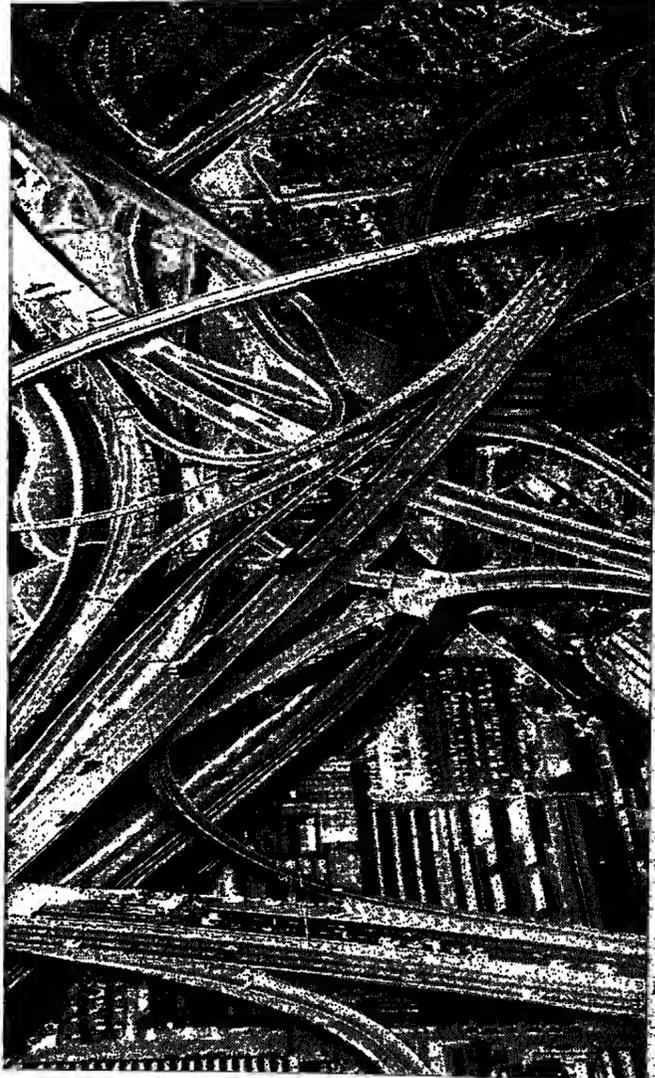
Thirty years ago this year Harold Macmillan cut the tape on an eight-mile section of road which, in itself, did nothing more revolutionary than by-pass Preston, Lancashire. It was, however, the route number of the road rather than its immediate purpose which demanded the Prime Minister's attendance. He was officially opening the M6 - the first strand in a web which, by 1988, was to entwine mainland Britain in 1,350 miles of motorway.

The future of the railways was never considered as part of an integrated national transport policy. New highways were being built fast, and Dr Richard Beeching, then chairman of the British Railways Board, was given a straightforward brief: make the railways pay. The flight from train to car has since then proceeded unabated, with full government approval. The lot of the motorist has been greatly improved - but many critics believe at a cost to our city centres.



Britain's freight goes by road - dwarfing the comparable figures for France (52 per cent) and Germany (51 per cent) and exceeded among EEC countries only by Ireland and Denmark. During the course of last year 38 million vehicles were recorded passing over one stretch of the M1 between Hemel Hempstead and the M10 junction in Hertfordshire, little more than 20 miles away from central London. Many of these were, of course, the same vehicles passing backwards and forwards, but a large proportion would have been on journeys into and out of the capital.

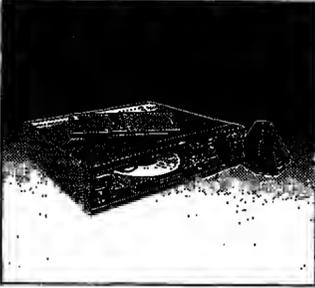
Peter Bottomley, Under-Secretary of State at the Department of Transport, disagrees. "I haven't seen any prosperous country that hasn't got good roads," he says. "When the Romans arrived in Britain they lit beacons and built roads in a straight line between them. That policy led to the Pilgrim's Way, and today all we are doing is rediscovering what Chaucer already knew. "Motorways carry 14 per cent of British road traffic and produce only 4 per cent of fatal accidents. A recent study showed that most people feel unsafe on a motorway, yet where they really ought to feel unsafe is in built-up areas, where 40 per cent of all traffic contributes 75 per cent of accidents causing injury. "We are determined that our motorways meet three objectives: wealth creation, casualty reduction and environmental improvement. To be prosperous we need roads. But three times as many working days are lost through road accidents than industrial injuries, so we need motorways which are statistically safer."



Far from stimulating economic growth, Tyme says, motorways have blighted the inner cities and displaced industry to less appropriate settings. Although the Department of Transport argues that since motorways and rail lines generally follow the same "corridors" - thus offering the traveller similar routes - its senior officials concede that the closure of branch lines means that, if a car has to be used to get to the nearest surviving station, there is a temptation to use it for the whole journey. Motorways have revolutionized travel and pushed car ownership beyond all predictions. As support grows for the partial prohibition of traffic in city centres, it will be ironic if the road-builders' success is responsible for handing to the trains and buses the exclusive contract for the final run into town.

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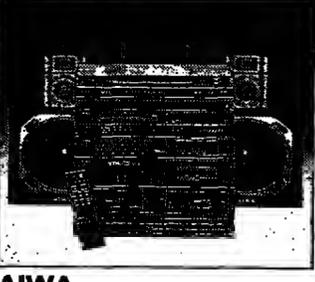
EXPERIENCE



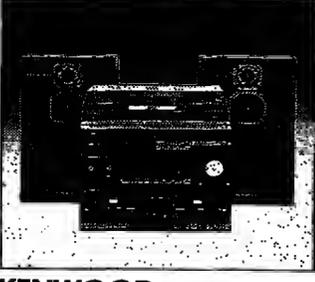
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In pursuit of the trivial

Whether or not the Titanic is ever raised, a new industry surrounding her is afloat. To mark the 76th anniversary of the sinking, Onslow's, a two-man team of London auctioneers, will sell 150 items of Titanic ephemera. Some - like the postcard written by 19-year-old Joe Nicholls of Cornwall saying "Wish you were here (sic)" (estimate more than £1,000), and the White Star Line suncor snatched up by a boy's as the ship sank (£4,000 to £6,000) - have had specific contact with the Titanic. Others, such as the sheet music celebrating "the gallant and ill-fated crew", stem from the industry that sprang up afterwards. Most eerie of all is the "spirit photograph" of W.T. Stead, the distinguished journalist last seen alive on deck as the ship went down, and who was said to have appeared at several seances in the following months. The photograph shows a bearded, disembodied face, and is estimated at around £400. As ephemera goes, Titanicania has much on its side... glamour, tragedy, heroism and horror. But what about the mass of more mundane ephemera, particularly

Enter the 700-member Ephemera Society, whose members we have to thank for many collections: David Casshire, of London, for icily wrapped, A.I. Ferguson, of Devon, for sick-bags; J. Lane, of Ascot, for menus; D.C. Drummond, of Surrey, for "any material relating to rats and mice". Finally comes Robert Opie, who has for 25 years been collecting packaging ephemera, from Typhoo tea to Persil soap, and latterly displaying them in his Gloucester museum. "People are interested to see their own personal history," he says. "The bar of chocolate or packet of cigarettes you look forward to are friends, part of your life." His museum also serves a traditional, archival function, charting the advance of labour-saving commodities such as aerosols and frozen food. The Ephsoc, as its members call it, was set up in 1975 on the initiative of Maurice Richards, a designer and editor and therefore a "producer of ephemera all my life". State societies have since sprung up in America, Australia and Canada. Richards believes his members' motivation is a mixture of compulsive collecting (like the cigarette card fanatic) deter-

mined to form a full set) and missionary zeal (the urgent need to secure a social history which would otherwise disappear). But there is inevitably an element of the commercial. Now, thanks to pressures by the Ephsoc, Richards believes museums are becoming more interested in ephemera. In 1985, for instance, the National Library of Scotland set up an archive devoted to Scottish ephemera, and is inviting contributions from the public. Whether or not the nation takes to sponging down and saving the milk cartons, many areas of ephemera are already lost: papers bearing identifying slogans which used to be placed on the heads of offenders in the pillory 200 years ago, for example; papers which used to be snipped into the back of pocket watches, bearing details of repairs, or memoranda from the owner's lover; only recently, and on a mundane level, discontinued frozen food packets. Finally, come smells. Although Opie "would love to recreate the smell of Woolworth's, or Timothy White's" even he has not set his mind to the challenge. For the moment, he is interesting in approaching industry for funds to improve the existing situation.

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HEALTH

Eccentrics are alive and well

Odd persons out tend to have the sterling characteristics that would make us all healthier, happier and longer-lived, a new scientific study indicates. Victoria McKee reports

Blessed are the cracked, for they shall let in the light. This illuminating quote, from one of the 130 self-confessed British eccentrics interviewed for a study to be published next month sums up its startling conclusions.

Not only do eccentrics live longer than the norm, they are also healthier, happier and more intelligent, on average, than the rest of the population. Understanding why, Dr David Weeks believes, could hold the key to a healthier life for us all.

Weeks, author of Eccentrics: The Scientific Investigation, is a principal clinical psychologist at the Royal Edinburgh Hospital. (Fortunately for his work, eccentrics tend to congregate in university cities such as Edinburgh, Dublin, Oxford, Cambridge and the south coast of England also boast a substantial share.)

Since "genuine" eccentrics are only about one to 10,000 of the population, Weeks and his research partner, Kate Ward, had to seek them out. They tracked up a cask in every public house, library, and academic common room in Edinburgh.

Weeks never expected, he admits, to make such startling discoveries about the effect of eccentricity on physical health, but it is these "outrageous" revelations that have the greatest ramifications for the rest of us.

Weeks came to admire the sense of humour, creative imagination and strong will which he discovered are common characteristics of eccentrics - and believes these traits help keep them healthy. They have an over-riding curiosity that drives them on and makes them oblivious to the irritations and stresses of daily life that plague the rest of us.

"They don't try to 'keep up with the Joneses', they don't worry about conforming and they usually have the firm belief that they are right and the rest of the world is wrong," Weeks says.

Eccentricity, he stresses, is not mental illness. In a sense it can act as a protection against more serious mental disorders, as the mild cowpox vaccine prevents a full-blown case of smallpox.

"I am already using what I've learned from my study of eccentrics to treat the patients referred to me for depression," Weeks says, "and I'm certainly getting better results than I was before. I tell them to loosen up - to use their sense of humour and their imagination. Neurotic patients are generally over-serious."

Celebrities as diverse as Michael Jackson, Katherine Hepburn, Bob Dylan, Brigitte Bardot, David Bellamy, the Duke of Edinburgh and the Prince of Wales are on Weeks's unofficial list of eccentrics (as are the majority of those who regularly write to newspapers). And if there is already an eccentric or two in the family there is a much greater likelihood that there will be another.

Britain, it seems, is a fertile breeding ground because, Weeks feels, the climate is right. "You won't find eccentrics tolerated in Israel or Poland or Japan," he says, "but the United States runs about neck and neck with Britain and Holland is a close second."

Whereas male eccentrics come from all walks of life, the female has been largely a phenomenon of the upper middle classes, according to Weeks, and is much more assertive than other members of her sex or than male eccentrics.

"To me Lucinda Lambton typifies that type of woman - although she denies she is eccentric."

Most eccentrics are aware that they are out of the ordinary, which is why they responded with such enthusiasm to Weeks's call. One, Alan Fairweather, has existed happily for many years on a daily diet of 4 lb of potatoes, holed in their jackets, supplemented by Mars bars, Vitamin C tablets, endless cups of tea and the occasional haggis. "I'm a sucker for surveys," he confesses. "Various chums had laughingly told me I was eccentric but I'd never really seen it myself."

Fairweather, who lives in an elegant, antique-filled Edwardian house in Edinburgh, rents out his four bedrooms - preferring "not just for ordinary gaiety", to sleep on the floor of his gloomy study, surrounded by his library of books on travel, botany and potatoes.

Fairweather, aged 45, is a "freelance botanist" and works as a potato inspector for the Department of Agriculture. He loves travel, and for a busman's holiday goes to Peru, birthplace of the potato, to visit the International Potato Centre.

"My health is certainly above average. I don't believe in illness. And I've got my own sense of humour - sometimes I fall about laughing at things others don't even see."



Dr David Weeks: already using what he has learned from eccentrics to help people with depression

'They don't try to keep up with the Joneses, and they don't worry about conforming'

"Dr Weeks's study is very interesting," he says, "but I don't see how he can scientifically base it in veterinary science they say you need to first 'know the norm', and how do you define normality?"

It was Margaret Russell's friends who nudged her when they saw Weeks's advertisement in the local paper. "Your husband is eccentric," they told her - but she didn't need to be told. "I had often used that word about Russell myself," she says.

Russell Eberst is 48 and works as information officer for the Royal Edinburgh Observatory but it is his out-of-work preoccupation which causes comment. Three computers dominate the Eberst sitting room and are always on line - tracking the orbits of the thousands of satellites launched since Eberst first became fascinated by them with Sputnik 2 30 years ago. His interest began in childhood, his first job was as a satellite predictor, and he has never looked down since.

For outdoor tracking he uses powerful binoculars because "satellites move too quickly for a fixed telescope". His house is full of star charts and the notebooks in which he meticulously records his findings.

Although he suffers from chronic hay fever and a stiff back, which his wife is convinced was brought on from tracking satellites over the years in cold, damp gardens, he says that he is never really ill. "I suppose he's healthier than the lot of us because he doesn't worry much," Margaret shrewdly suggests.

Although she knew of her husband's love affair with astronomy when she married him she had no idea how all-consuming it was, or how much it would affect

her life. On their wedding night, she recalls, her husband got up at 3am to see the conjunction of Mercury and Venus.

The Ebersts have three children: Alistair, aged 23, Duncan, aged 20 and Laura, aged 14, each of whom has an obsessional interest. "The children are all a bit odd," their mother cheerfully observes. "They're all obsessional for Alistair it's religion and zoology - he goes in for religious, charismatic, dancing. For Duncan it's role-playing games - he sets them and plays them with friends in his spare time. And for Laura it's dance. We've never had children who didn't know what they wanted to do."

Weeks, aged 43, is himself somewhat unconventional: an American who arrived in Scotland in a Polaris submarine with the US Navy, he married a Scots-woman and changed direction. He got his Master of Philosophy for his work on hypochondria and specializes in psychogeriatrics, which is what turned his attention to eccentricity as eccentric traits are normally heightened with age.

Week's book - crammed with charts and tables for the scientific community but written, he hopes, for a popular audience, too - includes a lengthy eccentricity self-test. There are 100 statements which you may designate True or False, for example: "The majority of people are too stupid to understand which things in life are really important."

"I prefer to ignore people I know but have not seen for a long time, unless they speak to me first" and "I use my inner resources to handle any anxiety that comes my way". If you believe those three true of yourself then you are heading in "the eccentric direction"; if you have the obsessional interest to complete the Eccentricity Pre-Disposition Self-Test, you probably qualify as one.

Is joining any society or seriously collecting anything a sign of eccentricity? No, says Weeks. But if what you collect starts taking over your home or your life, or if you launch an admiration society of King Ludwig of Bavaria and you are the only member - start worrying. Or rather, stop worrying: you'll probably live longer and feel better than your "normal" friends. If you have any...

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Eccentrics: The Scientific Investigation, by David Weeks with Kate Ward, published by Stirling University Press on May 23, £27.50.

Britain to celebrate Reagan's presidency

President Reagan's visit to Britain on his way home from the Moscow summit is to be celebrated with a series of Anglo-American relations throughout his presidency.

Government sources say that it was to be marked with a scale of pomp on a scale comparable with a full state visit, and would include messages from the Queen and Mrs Thatcher.

Mrs Thatcher's trip to the land and a tour of the countries planned by Sir Geoffrey Howe, the Foreign Secretary, have been postponed because of it.

Sachs better

Maputo (AP) - Mr Sachs, the South African lawyer and anti-apartheid activist, is "making a very right arm in a car" on his expedition here last week.

Border deaths

West Berlin (AP) - A man was found hanging from a tree in a restricted area along the Berlin Wall. Officials said he was negotiating with the East German border guards.

Curbs lifted

Tegucigalpa (AP) - The five-day state of emergency imposed after riots protesting the deportation of an alleged drug trafficker in the United States.

No deporting

Bonn - Pan Am airlines West Berlin have agreed to deporting people whose names have been rejected.

Shop bombed

Toronto (AP) - A shop selling Jewish publications was bombed with a bomb. The Revolutionary Armed Forces of Cuba claimed responsibility.

Mayor's guilt

Peaking (Remey) - The Mayor of Chicago has accepted blame for a ferry accident that killed 29 people.

Libya talks

Cairo (AP) - Egyptian officials are expected to meet with Libyan officials in Gaddafi's capital.

Poll violence

Dhaka - At least 50 were killed and 500 injured in rioting during a by-election in Bangladesh.

two posts

Whether this should be a two-post system is a matter of debate. The two-post system is a matter of debate.

pen letters

involved medical procedures over 15 months. I am sure that you will be able to help me.

Prince may find help in the bag

The Prince of Wales has had a rough time recently, so rough, it is reported, that there are times when he is so tense that his muscles lock. Although the description of his symptoms, should they be accurate, sound horrific, his problem seems to be no more than carpal-pedal spasms, a common symptom of the hyperventilation syndrome: over-breathing or panting respirations often induced in patients stressed by anxiety, fatigue or grief.

If, as sometimes happens, more quickly than we intend, the carbon dioxide in the blood is flushed out, with subsequent changes in blood acidity. This results, if sufficiently severe, in a tight contraction of the muscles of the hands and feet, which go into a spasm. At the same

time, the patient often notices numbness around the mouth, plus and needles generally, and a feeling of faintness which may even lead to an actual faint.

Alarming as these changes are, the symptom which really worries the sufferer is an associated chest pain and tightness, so that he (or more often she) wonders if they are to suffer a coronary

thrombosis or a stroke. The more anxious patients become, the faster they breathe, and the worse the symptoms. Rather than rushing to consult distant experts on stress diseases, the easier, but rather unassigned way to resolve the situation is for the patient to find a paper bag, put it over his mouth and nose (rather like a carriage horse having his "machines oars") and rebreath the expired carbon dioxide. The usually recommended first aid drill is to take 10 deliberate, slow breaths into the bag, pause for a few minutes, and then repeat the process, breathing into the bag intermittently until all the symptoms have gone. A plastic bag should, of course, never be used.

From this area. All too often when the doctor is inexperienced and a clear view is not obtained, a smear which is worse than useless, because it is misleading, is sent to the laboratory. It may then, on the evidence before it, issue a falsely optimistic report.

In the past, gynaecological physicians, when collecting cells for examination from the female urethra, have used a long cartridge with a short limb on the end (accurately described by patients as a hockey stick) or a very fine bottle brush. The medical magazine Monitor quotes a research study from the University of Virginia in which a similar, very fine brush was used, quite painlessly, to collect the cells from a woman's cervix. In this series the use of the brush reduced the number of useless smears from 12.5 per cent to 2.4 per cent in younger women, and from 15.7 to 2.1 per cent in post-menopausal women.

A few years ago a well-known woman journalist had a "negative" smear one month later, dissatisfied by the standard of care she had received, she had another taken elsewhere, which was positive. When operated on, the cervix showed three different areas where there was carcinoma in situ, and one where the growth was invasive. The woman was very tall and slightly overweight - characteristics which make a good view difficult. It seems her first doctor must have given up the struggle to visualize the cervix and merely pointed his spatula hopefully in the right direction. Her prescience saved her life.

Most of the important changes in the structure of the cervix take place at the junction of the two types of the epithelial covering of the cervix, the squamocolumnar junction. To collect cells from this point the doctor must obtain a good view of the cervix, and so manipulate the spatula to obtain a scrape of the tissue

Although the emphasis in this and other campaigns has been on the failure of the health services to encourage those most at risk to attend routine screening, on the inadequacy of the present service because of the inordinate intervals between testing, and on the problems of recall generally, clinicians still worry more about the accuracy of testing. Teaching hospital experts will, if pressed, quote statistics which suggest that up to one third of positive smears may be missed because of faulty methods of collection.

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Allergy treatment, once shunned by doctors, is now officially sanctioned

Allergies, which have almost been ignored by the medical profession for so long, are at last becoming officially recognized. Guy's Hospital in London is about to appoint the country's first specialist professor of allergies and allied respiratory disorders, and hopes to have a fully-staffed research unit in operation by October. The new chair, funded by the Asthma Research Council, is being set up to look into the many health problems now known to be caused by allergic reactions.

At the same time, the Royal College of Physicians is setting up training courses for doctors in the diagnosis and treatment of allergies. As yet, most doctors have no training at all in this branch of medicine.

These moves will, it is hoped, help to put the science of allergies on a proper footing. It is estimated that one in six people owe suffers from an allergy of some kind, and that allergies are far more common than used to be the case. As yet, few sufferers can get any kind of help on the NHS, and have had little choice but to resort to the private allergy testing clinics. And although some may be perfectly reputable and offer a good service, it is still the case that anybody at all can set up an allergy clinic without having any qualifications or expertise in the subject.

There has been an allergy clinic at Guy's for the past 10 years, which is why the hospital was chosen to house the research unit. Several private clinics were "exposed" in The Lancet last year when Maurice Lessof, Professor of Medicine at Guy's, and colleagues sent them strands of hair for

analysis. Nine of the doctors suffered from an already confirmed fish allergy, while the others were not allergy victims. In every case, the clinics, which were charging up to £65 a time for the testing service, failed to diagnose the fish allergy. They did, though, discover a wide range of allergies in the other, allergy-free patients. The other significant factor of the study was that all the clinics diagnosed completely different allergies. There was no consensus at all.

Lessof, who supervises the allergy clinic at Guy's, says: "The problem is that doctors have neglected allergies for so long that they have allowed bogus and fringe clinics to come in and fill the vacuum. Because of the damage done by these clinics, we are now having to treat patients who are suffering from quite bad malnutrition because they have been put on crazy diets. A standard treatment for food allergies is to put people on a diet which is supposed to exclude the offending substance. Very often, though,

finding the substance is a highly complicated and time-consuming procedure. Allergies can be very serious, and some treatment can only be administered at a specialized clinic."

Lessof defines allergy as the body over-reacting to a substance which, for most people, is perfectly harmless. Allergens can include pollen, house dust, certain types of food and industrial pollutants. Allergens can be easily avoided once they are known. However, there is evidence now that instances of asthma caused by industrial chemicals are greatly on the increase. These need proper medical attention."

Food allergies, he comments, are often the most difficult both to trace and to treat. "It is here that the private clinics have a field day. They often claim to give immediate answers, which is why they have become popular. We have a skin-prick test here where we put drops of the suspected offending substance on the skin, but it often takes months to find the culprit."

"The fact is, there is still an awful lot we don't know about allergies. We are aware that there is a major hereditary factor, but in many cases we have no idea why certain people should be so sensitive to ordinary foods and substances. This is why I am so pleased that the Asthma Research Council has decided to found a chair in allergy. It is a brand-new venture as, until very recently, the importance of allergies has simply not been recognized."

Liz Hodgkinson
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CONCISE CROSSWORD NO 1539

Crossword puzzle grid with clues. ACROSS: 1 Quietest (6), 4 Leaf through (6), 7 Imbalance dizziness (7), 10 Pub board game (5), 11 Baldersdash (4), 12 Chestnut meat horse (7), 14 Mestepiece (4,7), 15 Kneecap (7), 19 Inactive (4), 22 Laughing mammal (5), 24 Canned out (7), 25 Slightly drunk (6), 26 Acquainted with (6). DOWN: 1 Cover (4), 2 Freight (5), 3 Awful (3), 5 Communist (3), 6 Anxious type (7), 7 Standard (6), 8 Mozart's statue opera (3,8), 11 Muscle twitch (3), 13 "Cider with Rosie" author (6,3), 15 Ficy person (3), 16 Before (3), 17 Outcome (6), 19 Outstep father (5), 21 Looked over (4), 23 Afflict (3).

SOLUTION TO NO 1538

ACROSS: 1 Sub staff 5 Duds 9 Keyhole 10 Elger 11 Endered 12 Mount 13 Esent 15 Other 16 Cinch 18 Nookly 20 Great 21 Overtax 23 Nest 24 Proctor

DOWN: 1 Sidkim 2 Baymouth 3 Tao 4 Field of honour 6 Urge 7 Sumax 8 Tendency 11 Eternity 14 Sinsiter 15 Origin 17 Hoaxer 19 Mess 22 Bic

OSTOMISTS

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On the Friday Page: Barbara Amiel meets the woman with six million 'friends'

Advertisement for Barbara Amiel's book. Text: "On the Friday Page: Barbara Amiel meets the woman with six million 'friends'".

Not to be sneezed at

Advertisement for a public auction. Text: "PUBLIC AUCTION NOTICE IN TWO SESSIONS. VALUABLE PERSIAN/EXCEPTIONAL EASTERN CARPETS, RUGS, RUNNERS IN SILK & WOOL. DESCRIBED AS: KASHAN, ISPAHAN, SILK HUBBI, NAIN, KARS, KASHGAI, BELDUGH, SILK SRINAGAR, NAHAVAND, AFGHAN, CHINESE ETC., LARGE SMALL SCATTER, EXTRA LARGE ROOM SIZES. Following issuance of writ and subsequent court judgement all merchandise now ordered to be disposed of in the quickest possible manner. PIECE BY PIECE. SHORT NOTICE PUBLIC AUCTIONS TODAY, 14th APRIL, 1988. Transferred from storage warehouses where these important portions of the sales have been re-directed and transferred for convenience of Auction to PART 1 AT 12.30p.m. PART 2 AT 7.30p.m. CHARTERED INSURANCE INST. THE ROYAL HORTICULTURAL SOC. 20 Aldermanbury, London, E.C.2. Vincent Square, London, S.W.1. (New Hall) INSPECTION ONE HOUR PRIOR TO AUCTIONS. TERMS: CASH, CERTIFIED CHEQUES AND MAJOR CREDIT CARDS. Trustee's agent BICKENSTAFF & KNOWLES, AUCTIONEERS, 5, The Arcade, Thaxted Street, London SW2A. Tel: 01-583 7871.

TIMES DIARY

SHERIDAN MORLEY

I am now a grand-godfather. On Tuesday, while I was doing the dawn watch on Doug Cameron's LBC breakfast show, the phone rang in the studio. I am always nervous of this, since it usually means debt collectors or irate listeners objecting to the content of the programme, or simply to the tone of one's voice. On this occasion, however, it was my eldest goddaughter's father, with news that Kate had just given birth to a son.

I only hope to be better godfathers than me. I have five godchildren, ranging from the new mother across twenty years to Nicholas Matthew, aged eight on Monday, and some mornings I lie in bed doing memory tests by trying to recall all their names, since their birthdays usually elude me. I am not bad about Christmas presents, as I can usually work out the date when they should be sent, but I am especially appalled about my forgetfulness during the rest of the year when I think of my own godfather, Peter Bull, who used to send birthday cards not only to me until I was well over 40 but also to every customer who ever patronized his Zodiac gift shop in Notting Hill Gate.

For his 60th birthday we got the cinema manager directly across the road from his bedroom window to put up the huge neon sign: PETER BULL in The African Queen with Humphrey Bogart and Katharine Hepburn. Not bad considering he had a mere seven lines.

It occurred to me this week while chairing the Foyles literary lunch for Nicholas Coleridge and his new book about the racks and pockets of the fashion business that, even by the sartorial standards of other contemporary drama critics, my clothes are somewhat lacking in adequacy. The main problem is the suits, which date from circa 1965 and were all right until I suddenly got thin, well thinner, about two years ago and had them all taken in. Now none of them fits at all.

The other problem is the socks, which seem to come in different colours for each foot. Ned Sherrin swears that when he first went out to open *Side by Side by Sondheim*, sitting centre stage as the narrator with legs crossed, a woman in the front row of the stalls hissed to her friend in an audible whisper: "I see short socks are back in fashion". Perhaps they still are, but I still worry that most of mine barely make it to my ankles. One magical day I did manage to find a pair in the cupboard that actually reached my calves, only to discover that they were my 12-year-old daughter's school tights and that she didn't care for the way they had been stretched.

Talking about Ned Sherrin's socks to Prince Edward on Sunday night (well, one has to talk about something, and we were backstage at Sadler's Wells after doing a fundraiser for Dan Crawford's superb and ever-imperilled King's Head theatre) I was trying to recall other great lines overheard in theatres during first nights. My own favourite is still the two men leaving the Old Vic after the opening of the Peter O'Toole *Macbeth*: "All I hope now is the dog hasn't been sick in the car." Running in a close second is a woman's remark at Stratford as the curtain descended on the ritual array of corpses at the end of a long and not wonderful *Antony and Cleopatra*: "The very same thing happened to Maureen." All others would be gratefully received at the usual address. There's probably a charity book there somewhere.

BARRY FANTONI



"Now the knock on the door could mean the arrival of a regular deep pan four cheeses to go"

There was a winning moment at Sadler's Wells when the Prince asked Victoria Wood about her immediate plans. "On Tuesday," said the great and good Miss Wood, "I am opening in Crawley. At the Leisure Centre." Not even Buckingham Palace, I suspect, could teach students of the polite but pertinent reply to follow a line like that.

Before we were allowed to meet Prince Edward, a note was passed backstage to the effect that we should not smoke, eat or drink in his immediate vicinity. Smoking I do understand, having long believed that it should be a capital offence, this being about the only penalty not currently threatened to inhaled by Alexander Walker on his telephone-answering machine. But eating and drinking seem to me altogether more dangerous taboos: as we soon to have no-ate and no-drinking areas in restaurants, pubs and aeroplanes — and that perhaps followed by a rule requiring everyone to stay in bed at all times, alone and wrapped up warmly? All except officials, that is.

Coming out of a four-hour *Faust* in Hammersmith on Monday night, I discovered that my car had vanished from the lobby outside the pub on the Broadway where I have been leaving it during first nights for rather more than a decade. Assuming it to have been stolen, I talked to a nice lady at the police station who said not at all, it had simply been taken 100 yards across the road to the car pound, and I could have it back for a mere £55 plus VAT and service and fine. When I got to the pound and complained somewhat bitterly that this was a new one on me, they said that indeed all local parking laws had been changed a couple of weeks ago. What's more, it was in the local paper. So before you trying parking anywhere, I suggest you call in at the nearest newsagent.

The odyssey of Flight KU 422 has exposed gaping holes in anti-hijack precautions and revealed that international agreements to stand firm fail if the country concerned is too small or vulnerable to implement them. British ministers and senior airline sources believe Cyprus should be a damaging concession by letting the plane leave for Algeria.

The British government had hoped that the nightmare would end at Larnaca: peacefully, preferably, but with the SAS storming the plane, or training a Cypriot special unit for the task, if the hijackers had begun their threatened "slow quiet massacre" of hostages.

Rodney Wallis, the International Air Transport Association's security chief, yesterday expressed his "disappointment" that the Cyprus authorities had allowed the aircraft to leave. Privately, airline officials were saying that Cyprus had caved in, transferring its own problem to Algeria and probably setting off a fresh crop of hijackings.

"It seems obvious that these men, or some of them, have taken part in previous hijackings because of the sophistication they have shown," one official said. "If they are allowed to go free they will surely strike again, as well as train others."

Andrew McEwen suggests a British lead to make hijacking harder

The lessons of Larnaca

This is not to say there is no understanding of Cyprus's dilemma. A small country heavily dependent on tourism and unacceptably close to Lebanon should not be expected to show the same toughness as Britain.

Until the last hours, in fact, President Vassiliou's government followed the recommended procedures for hijack management: (1) keep the plane on the ground; (2) keep talking; (3) try to wear down the hijackers; (4) make no deals; (5) carefully monitor the hijackers' tone and phrasing to assess their level of desperation; (6) storm the plane only after the hijackers have begun to shed hostages' blood on a significant scale.

But the deal to which it last agreed — the release of 12 passengers for enough fuel to reach Algeria — undermined all the earlier good work.

What then should be done to stiffen the mettle of small gov-

ernments like that of Cyprus — and larger, for that matter? IATA suggests the creation of a new international body that would take charge of negotiations and be responsible for the prosecution and imprisonment of culprits. It would have its own high-security prisons, presumably on territory which it would own, to prevent the host country being exposed to blackmail.

Realistically, this is seen as a Utopian approach since few countries would accept the consequent loss of national sovereignty. But given the ineffectiveness of present agreements, the unthinkable could well become more thinkable.

And what of the technical lessons of KU 422? Here the answers are simpler but expensive. There are strong grounds for believing that the weak point in security was lack of adequate controls on airport staff at Bangkok airport, where the flight began. The aircraft was on the

ground for 15 hours, giving ground staff the opportunity to put weapons on board, either out of sympathy or because of bribes or threats.

The Thai government has insisted that security was adequate and has begun an investigation. But it has shown no willingness to accept suggestions that the investigation should be carried out by an international panel. It probably does not know that a secret test of security measures at Bangkok was conducted by an airline expert not long before the hijacking. His report, yet to be published, said that while there was adequate screening of passengers, arrangements for ground staff "could be breached".

The defensiveness shown by the Thai government is understandable but unnecessary. The same criticism could have been made of the United States, Britain and most other countries. We, as much as they, are

guilty of assuming that the threat comes from passengers rather than local employees. Kennedy Airport in New York has 40,000 ground staff. Heathrow not many fewer, and although supervised to some extent they do not go through detection controls.

The experts admit that adequate measures would cost a fortune and would be only partly effective. Existing equipment would spot guns, but would have difficulty detecting plastic explosives in, for example, food containers. The smell of kerosene at airports makes it difficult to calibrate sniffer machines, but refinements are expected in about two years.

Once a hijacking has begun, how could technology end it more quickly? After Yasir Arafat's claim that the KU 422 hijackers had been taking orders by radio from Iran some officials considered the idea of jamming. But the initial view yesterday was that this would do more

harm than good. If the hijackers were in contact with outside controllers, British and other listening stations would have been tuned in.

One controversial suggestion from a senior government official yesterday was that there should be an agreement to limit publicity during a hijacking, along the lines of accords between the police and press over kidnappings. The aim would be to starve the hijackers of publicity, so reducing the motivation and preventing them receiving information. The Government felt that reports by radio stations in Cyprus of articles in the British press may have enabled the hijackers to guess Britain's views on the use of force.

But hijackings are such international events that a total ban on publicity would be impossible to enforce; and in the past security services have obtained vital clues from comments made by hijackers in press interviews.

What is clear is that the lessons of KU 422 need to be absorbed quickly, without waiting for a long international debate. The British government could set an example by tightening controls on ground staff at Heathrow. It would be money well spent.

Bernard Levin

This appetite for bad taste

A recent Gallup Poll dealt with the public's view of their newspapers. (Also of television and radio, but they are not my concern today.)

On the whole, the attitudes revealed were appalling. The public thinks we are liars, invaders of privacy, sex-obsessed, given to hiding unwelcome facts, politically biased and owned by the wrong people. I propose to discuss these charges in some detail, but before I do I wish to draw your attention to the curious behaviour of the dog in the night-time: it didn't bark. To all the contemptuous accusations the public levelled at us in the poll, there is one spectacularly obvious defence, but as far as my reading of the reports goes, no paper has even mentioned the defence, let alone put it forward and demanded an acquittal.

The reason for the avoidance of any reply to the allegations is as obvious as the reply itself: it seems to me, however, that the newspapers' silence is mistaken. Well, I was not christened Bernard Gregers Werle Levin for nothing: it is my destiny, too, to be thirteenth at table. I therefore propose today to defy the law of omertà and tell the world what is fundamentally wrong with the Gallup Poll's findings, and what I think, but which no newspaper has said, of the public which has so condemned us.

First, however, the figures. Respondents were asked to say, on a scale of one to five, how truthful or untruthful the newspapers are. Broken down by age and sex (old joke, but I can't help that) as well as class, and starting with the quality papers (defined on Gallup's questionnaire as *The Times*, *Guardian*, *Independent* and *Telegraph*), the following conclusion is reached. Only a fifth of the newspaper-reading public as a whole think we are very truthful, and within that discouraging proportion there are groups which cannot muster a tenth from their ranks to say so. Even when the highest standard of truthfulness is diluted (well, nobody's perfect) we can-

not persuade half the nation to say that the quality newspapers are generally truthful, and in some sections of the population no more than a fifth would agree with that judgement. (There are, incidentally, huge numbers of "don't knows".)

That, if you please, is the rating of the quality papers. When it comes to the figures for the pops (listed as *Sun*, *Mirror*, *Star*), starting at the other end this time, the dreadful news dawns: four fifths of those polled think, broadly speaking, that the popularly hardly ever tell the truth at all, and when we turn the column on its head and inquire of the public as to how many believe the pops to be "very truthful", we find that it ranges from 5 per cent down to 1.

And that is only truthfulness. Far worse results are recorded on such questions as whether there is too much emphasis in the pops on "sexy" stories (Gallup's quotation-marks); no division of the voters recorded a disapproval level less than three quarters of the sample, and the average was more than 80 per cent. That "there are too many newspapers in the hands of a few owners" is settled wisdom among two thirds of the population and even that conclusion is surpassed by the news that nine out of 10 think it is wrong for newspapers to invade the privacy of ordinary people, and some four out of five think it no less so when the invaded are famous.

Then again, newspapers are, on the whole, not doing a good job telling all sides in controversial issues, and are positively dreadful (around 75-80 per cent in all categories) in bothering to correct mistakes.

Nor can we comfort ourselves, quality or pop, by saying that there is a complete and irrational hostility to newspapers; they back us, even though not very enthusiastically, on such issues as *Spycatcher*, and much more strongly on "access to the way the government



works", and on the whole the public thinks that controls on what we may print are not too loose.

Well, there we are: gin-stained scoundrels in dirty raincoats to a man. What we do not invent we get wrong, and even that is gained by intrusion into privacy. The Royal Family should set the dogs on us, and we spend any remaining time being party hacks and covering up stories, presumably on behalf of anyone who will bribe us to do so. No wonder, then, that in any survey of the public's admiration of listed professions, the nurses come top, and we come fifth from last, beating only pickpockets, Mafia hit-men, orang-utans and lawyers.

Oh, yes? And what about the defence I promised you? It can

be put in a single sentence. It is addressed to you — yes, you over there in the grey jacket, and you with the red nose, and you with the briefcase trying to slide out of the room because you have just twigged what I am about to say, and you with the provocative blouse (particularly you), and indeed very many millions more. For my message is for all newspaper readers, assuming — as I do — that the Gallup Poll was an accurate sample of public attitudes. Ladies and gentlemen, you are a pack of double-dyed hypocrites.

From the newspapers surveyed by Gallup the *Sun*, the *Mirror* and the *Star* were classified together, selling in total nearly ten million copies every weekday. And to whom do they sell them? Why, to people who

profess to believe that they are disgusting, intrusive, mendacious, inaccurate, biased and wrongfully owned.

It has been said that newspaper readers get the newspapers they deserve. The claim is a tautology, used to evade the truth; readers get the papers they want. They — no, you — want boobs on Page 3, Fergie on Page 4, bias on Page 5, rape on Page 6, smearing of Mark Thatcher on Page 9, Di in tears on Page 10, Fiona Wright's Confessions on Page 11, Michael Heseltine's marker for the Tory leadership on Page 12, a delicate hint of incest in the life of Leonard Bernstein on Page 44, the Trotskyites' Exchange and Mart (aka the letters page of the *Guardian*) on Page 20, and me right here on Page 14.

Commentary • RONALD BUTT

Princely virtues

The BBC's *Panorama* programme on the Prince of Wales followed the now customary practice of gaining public attention in advance by leaking sensational bits. In this way we learned that Mr Norman Tebbit would say that Prince Charles was particularly concerned with unemployment because he himself lacked a job, his "problem" being that he had no responsibility for anything.

In the programme itself, however, the answers were often less mischief-making than the questions. Thus, when the leader of the left-wing Sheffield council was asked whether he thought the Prince appreciated the problems of the inner cities better than the Government, he replied, properly, that it would be wrong to involve him in party politics. Yet despite the attempts to do just this, what came through was not only the Prince's genuine concern for problems which are, or should be, the concern of everyone but the constructive way in which he approached them, bringing people together in a non-political atmosphere and showing particular skill in the craft of tactful chairmanship.

The heart of the programme, nevertheless, was Mr Tebbit's singular contribution. Mr Tebbit has a mordant and sardonic humour which is part of his charm. You may think that he simply lets it run away with him and does not calculate the consequences. My own opinion is that he never does anything except on purpose and that he knew very well what the impact of his words would be. Thus, when he first spoke of the Prince as a "sensible young man" and then corrected the "young" by pointing out that he is nearly

forty and without responsibility, Mr Tebbit was having it both ways and building up a contrived picture which is as false as it is patronizing. It would be much more accurate to say that Mr Tebbit now lacks a job than that Prince Charles does.

The Prince has no need of any job except that which is his doing. The role of the Royal Family is to identify itself with the nation in a way that transcends party politics. This does not place everything that can be called politics, in the broader sense, out of bounds to them since almost everything that matters is in the broad sense political. You cannot say that clean streets and good hospitals are good things, or that murder is bad, without making a statement about human relationships within the polis. Party politics intrude only when particular remedies are proposed; unlike wicked members of the episcopate, the Prince has never made that mistake.

So what is the problem? It is apparently that the Prince draws attention to difficulties facing some of the Queen's subjects about which the Government is sensitive. Yet if he behaved as though they did not exist, or refrained from visiting inner cities with left-wing authorities, these would be very clear political statements in times long past it was the job of the monarch to travel the country so that subjects could petition directly for the redress of grievances with which the established procedures had failed to deal.

A certain delicate residual function from that role remains to the Royal Family. Under any party government, some of the Queen's subjects will have problems in need of sympathy. The

Prince is not wrong to direct attention to them outside the trammles of party political thinking, stimulating others to constructive solutions. If supporters of the Government choose to regard his interest in jobs and cities as a covert form of party politics directed against them, they accuse themselves.

In the hard-nosed self-help element of the new Conservative party there are some who, applauding their own rise by self-help, have so little time for what they call "privilege" that they tend to fall into a kind of rightist quasi-republicanism which is offhand about the Crown. Like some of their echoes in the media, they think it has little place in the meritocratic world.

They are foolish. The Crown in Parliament is the kernel of the constitution and the monarchy symbolizes more than 1,000 years of continuity. Without their special regard for continuity and the constitution, the Tories would be just another party which, though here today, might be gone tomorrow. Jibes at the Prince by some Tory politicians who should know better and cheap insults in parts of the Tory media are as foolish politically as the tactics of those who try to use the Prince's concern for social problems as a stick for beating Thatcherism.

Most ordinary Tory supporters are offended. They no more demand that the Prince should walk in fear of saying anything positive lest he can be accused of offending Thatcherism than that he should be socialist. As for the Prince himself, the biggest mistake he could make would be to be persuaded that what he is doing is not a real job. It is very real, it needs to be done and few could do it better.

SCIENCE REPORT

Tall storeys

The legendary propensity of cats to cheat death has come under scientific scrutiny in a report published in the *Journal of the American Veterinary Medical Association*.

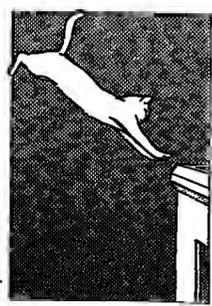
New York vets Wayne Whitney and Cheryl Melchhoff draw on principles of physics, anatomy and evolution to explain why cats survive falls from high buildings that would kill people.

New York City, with its potentially lethal combination of skyscrapers and concrete pavements, is a dangerous place for cats. In five months, 132 were brought to the city's animal medical centre suffering from "high rise syndrome", a complex of fractures and other injuries compatible with falling from a great height. Most fell on to concrete from two storeys or more.

Whitney and Melchhoff found that 90 per cent of those treated survived. One had fallen 32 storeys (nearly 500ft) only to be released from the centre after 48 hours of observation, having suffered minor thoracic injuries and a chipped tooth. A fall from a quarter of this height would invariably kill a human being.

Remarkably, the mortality rate and severity of injuries peaked at seven storeys. Most fallen cats suffered from fractures, injuries to the thorax, and, in a minority of cases, split palates. All the injuries could be treated; the only cats to be put down were those whose owners wished it or could not afford to pay for treatment.

Whitney and Melchhoff's



Paul Bryant

main problems were in verifying the circumstances of each accident. It is relatively easy to predict the kinds and severity of injuries a cat will sustain when falling from a particular height on to a surface of known consistency but matters are complicated if a cat should meet anything on the way down, such as a tree, fire escape or shop awning.

Whatever might befall a cat, the prognosis for a human being falling from more than six storeys is usually unfavourable. Causes of death in adults are head injuries and internal haemorrhage. Free falls are the most common cause of traumatic death in American children under 15, accounting for more than 13,000 deaths each year.

Compared with humans, cats have a much larger surface area in relation to their volume. This means that their maximum rate of descent is

lower and is reached more quickly; and the stresses caused by impact are much less. Cats, however, suffer less severe injuries than, for example, falling dogs of the same size. So they clearly have something extra which helps them survive, if not defy, the remorseless logic of Newtonian mechanics. Professor Jared Diamond, of the University of California Medical School, writing in today's *Nature*, puts it down to their evolutionary heritage.

Cats descend from animals which lived in trees and have inherited the safety mechanisms evolved by their ancestors to survive that environment. In addition, they have good stereoscopic vision. When a cat falls from a window, an acutely refined gyroscopic reflex — a legacy of arboreal ancestry — comes into play, righting the animal so that it lands on all fours.

Muscle tension is a response to acceleration through the air, but once the cat reaches terminal velocity, its muscles relax so that the legs splay out horizontally. The animal then descends parachute-fashion, like a flying squirrel. This maximizes the surface area and thus air-braking, and minimizes the effects of impact on any particular part of the body.

Nearly two thirds of the cats in the study were under three years old. Older cats presumably value the remainder of their quota of lives and stay well clear of sheer drops.

HENRY GEE



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LETTERS TO THE EDITOR

AS BEFORE IN AFGHANISTAN

With the Geneva agreement on the point of signature, it seems that Soviet troops will, after all, begin to leave Afghanistan on May 15 as planned. This day should be welcomed. It represents a great victory for the Afghan people, won in the face of overwhelmingly superior firepower, utterly ruthless tactics and appalling casualties. It removes, for the foreseeable future, the fears of some people in the West that the Soviets might force Pakistan into the Soviet camp, or even march from Kandahar to the Persian Gulf.

It does not seem likely that the Soviets will be back, unless their state changes for the worse once more in a really radical way. They have received an extremely bloody nose over the past eight years. Moreover, by the time the Mujahedin are finished, there will not be many potential Soviet allies left in Afghanistan.

The Soviets arrived in the middle of an Afghan civil war, and it shows every sign of continuing after their departure. They intervened to save a disintegrating client regime from the popular hatred which its over-hasty reforms and brutal repressions had drawn upon it. They leave that regime weaker and more hated than ever. Few observers give it more than a few months of life.

Hence the present Soviet desire, restated yesterday in London by Academician Primakov, for an interim coalition government in Kabul, embracing all elements of the Afghan scene. This would be the only way that the Soviets could, in the short term, save anything of their longstanding predominant influence over Afghanistan as a whole. It would also save Moscow from the humiliation of having to stand by while its former clients are massacred in the streets.

Such a government seems, however, very unlikely in view of the hatreds accumulated over the years. Blood feuds alone would make any guarantee of security to former leading members of the regime virtually worthless.

Knowing this, and knowing the weakness of their position, members of the regime are already showing signs of preparations for flight. When this mood spreads to the already demoralized army, the game will be up.

Mr Gorbachev may be hoping that the Mujahedin will not be able to stay united long enough to storm Kabul, and that by dropping Dr. Najibullah and other elements, some remnant of the communists might be able to make a separate peace with "moderate"

guerrilla groups. But this seems a pipedream. The Mujahedin are divided on many things — especially the role of ex-King Zahir Shah. But they are united in their hatred of the communists, who have betrayed their country and caused it so much suffering. They are not likely to weaken at this stage in the game.

The issue then is likely to be what sort of Mujahedin government will succeed in Kabul. The Soviets are probably hoping that the answer will be no government at all — as is the case today when the communists rule less than 20 per cent of the country. There has been some worry, in the West as well as in Moscow, that an Islamic fundamentalist regime may take over. But given the traditional weakness of the central government in Afghanistan, and the number of heavily armed local forces now at large, Afghanistan may very likely return to its earlier state of more-or-less permanent internal conflict.

This might suit the Soviets quite well. Such a state of affairs would hold out no appeal for the Muslims of Soviet Central Asia. Moreover, the Soviets could create a *cordón sanitaire* between them and subversive influences by propping up some communist remnant along the Afghan-Soviet border. This is the meaning of the recent spate of detailed Soviet aid agreements in the northern region, and for the rumours that the communists might shift the capital to the northern town of Mazar-e-Sharif.

It would, however, be a disaster for many ordinary Afghans, and especially for the refugees. It would also place Pakistan in enormous difficulties. The Pakistani population is getting very tired of the Afghan refugees on its soil, and the effect this has had on violence and crime within Pakistan. If they learned that the refugees were going to be staying indefinitely, even after a Soviet withdrawal, the resulting public anger might well endanger President Zia's government, and the unity of the country. If India were tempted to dabble, the result could be a great increase in local tension.

This eventuality would not directly threaten the interests of the West. None the less, for reasons of humanity as well as for the sake of peace, the West should support Pakistan and Mr Cordovez in trying, however high the odds, to bring about a transitional government in Kabul, and failing that, to encourage the guerrillas to unite in a real coalition, preferably under the leadership of Zahir Shah.

THE POPINJAY PRINCIPLE

Those who want a future for the Social and Liberal Democratic Party are becoming anxious as each day passes towards the date of June 1. Until that time, it has been agreed, none of their would-be leaders will declare his candidacy. There is nothing in the new rules, however, to stop declarations of non-candidacy. Mr David Steel's declaration is daily awaited. Without it the prospects for the new party are poor — poorer even than the opinion polls suggest.

For the first three months of the year a new face at the top of the SLDs had seemed a certainty. No conversation with a centre party supporter (even those not certain which centre party they supported) was complete without reference to the so-called "parrot affair", the disastrous manifesto signed in January by Mr Steel and Mr Robert MacLennan, which seemed surely to have ditched the political careers of both.

Under pressure from his MPs, Mr Steel had quickly declared that the manifesto proposals to abolish mortgage interest tax relief and impose VAT on children's clothes were "as dead as John Cleese's parrot" — a reference to an old joke which was later expanded for the benefit of younger party members in a speech by the Liberal Party veteran, Mr Des Wilson. But Liberal MPs were still not satisfied. Mr Steel had to go — a fact which he appeared to them to accept.

This parrot is now a part of the party's unofficial heraldic ornament. The symbolism seems, however, to be lost on Mr Steel, who is reported to be responding to pressure from his colleagues to pretend that the bird had never lived and to stand for election to the leadership.

Various reasons are adduced for this. The first is that the SLD — currently hovering at about eight per cent in the polls — cannot afford to risk further oblivion by dumping its only nationally known figure. The second is that Mr Steel is the only man experienced enough to dispatch the hopes of Dr Owen — a desirable first step to SLD success.

The third is that Mr Paddy Ashdown would be the most likely successor; and that the member for Yeovil, while having done a good job wooing former Social Democrats, is not popular with fellow Liberal MPs. The fourth is that if Mr Steel were to guide the new party on its first filtering steps, he would keep the door open for the young Mr Charles Kennedy, who could take over when he was judged to have reached the age of gravitas.

The appreciation of these four factors may have coincided with a fifth — in the mind of Mr Steel himself. He has nowhere else to go. No suitably high-minded international position is on offer. It is one thing to see all the reasons for giving up the position of a party leader at Westminster, and the trappings it carries with it. It is something else actually to give up the position when there is no equivalent office, secretary and car waiting in the wings.

Wasted effort

From Sir Simeon Bull
Sir, in her Legal and Financial column of March 26, Frances Gibb comments on the varying reactions of solicitors' firms to the introduction of the Financial Services Act. The reactions that she does not mention are those of extreme irritation and exasperation underpinned with mounting frustration experienced by some, including my firm.

Two years ago, having registered under the Data Protection Act, this firm made use of the talent available during the universities' long summer vacation to transfer all our trust, probate and private client information on to our computer. There was no time pressure and we all rather enjoyed the mental exercise, which did not interfere with daily routine and was not overly expensive.

Now, however, I find that although what we have is about 90 per cent effective in relation to the requirements of the Act as presently perceived, we must go through the entire exercise all over again — but this time under considerable time pressure. We have a terminal date of June 30 but, so far, no starting date because, as far as I know, "the rules" have yet to be finalised down to the last dotted "y" and crossed "n".

Yours sincerely,
SIMEON BULL,
Bull & Bull,
199 Piccadilly, W1.

Future of the Copyright Bill

From the General Secretaries of the Society of Authors and of the Writers' Guild of Great Britain
Sir, The Copyright, Designs and Patents Bill has just completed its third reading in the House of Lords and will be considered by the Commons soon. It may be timely to attempt to summarise the views of authors.

Given the unrelenting pressure on parliamentary time, it is to the credit of this Government that it is introducing long overdue legislation which tackles a complex subject and attempts to take account of the many technological changes of recent years. However, it is regrettable that, at the best of its powerful commercial interests, the Government has allowed the protection given to creators to be significantly weakened as the Bill has passed through the Lords.

In the White Paper published in April, 1986, there was a well-argued chapter devoted to the need for a levy or statutory royalty on blank audio tapes (as already happens in many European countries). For no good reason other than lobbying by tape manufacturers, the Government is now reneging on its commitment. The arguments in favour of a royalty on blank video tapes have also been ignored.

Elsewhere in the White Paper it was proposed that photocopying for commercial research should fall outside authorised "fair dealing" and be subject to reasonable payment under licensing schemes. Here, too, the Government has performed a *volte face*, on the ground that "it is essential that small and large businesses have every opportunity to develop their research potential". Of course research is important, but why should researchers and writers be expected to subsidise industry and the professions?

In order to comply with the Berne Convention, the Government is introducing "moral rights" — in particular the right of a creator not to have his or her work subjected to "unjustified modification". From the outset the relevant chapter in the Bill was so full of procedural pitfalls as to make the new rights of limited practical value. The provisions have been watered down still further in the House of Lords.

Two years ago the White Paper gave us high hopes that the Government was being realistic about some much-needed reforms. It is not too late for the House of Commons and the Department of Trade and Industry to put the legislation back on its original course. Yours faithfully,
MARK LE FANU
(General Secretary, The Society of Authors),
WALTER J. JEFFREY
(General Secretary),
The Writers' Guild of Great Britain,
430 Edgware Road, W2,
April 7.

Belfast murders

From Mr Richard Need
Sir, The parallel drawn by the Archbishop of Canterbury between the crucifixion of Jesus and the murder of the two soldiers in Belfast (report, April 4) is a curious one. The gospels do not tell us what charges Jesus faced under Roman law nor anything about the Roman trial that he must have faced before being sentenced. But we do know that the sentence was carried out according to the law which obtained at that time.

To confuse a legal execution, however barbaric we may think it now, with a lynching by a hate-crazed mob is confusion indeed. Yours faithfully,
RICHARD NEED,
49 Corner Hill Road,
Kingston upon Thames,
Surrey,
April 5.

Town piazza

From Mr A. C. W. McKenna
Sir, As managing agents for the Culver Centre, Colchester, we have been concerned at the report (March 24) relating to photography in the square. There is not and indeed, never has been, a ban on photography of a personal nature. If photographs are intended to be used for commercial purposes, then we do ask that the people involved discuss the matter with the centre manager. Yours faithfully,
A. C. W. MCKENNA,
Healey & Baker,
29 St George Street,
Hanover Square, W1.

Feline fiends

From Mr Jack Adrian
Sir, Your Science Report on the sanguinary habits of domestic cats (April 2) elicited a hollow laugh from this household, which includes three. It is true that White Cat (now 10) has never caught anything in her life, and although her son Winker (now nine) did once catch a baby rabbit, he is so idle and stupid a creature that he didn't know what to do with it and I was able to rescue it unharmed. However, this charming picture of feline pacifism is more than offset by the wholesale slaughter inflicted on the local vole, shrew and mouse population by my oldest cat, Samantha, possibly the most accomplished fiend since the

Disaster planning and the law

From Air Commodore George Innes, RAF (ret'd)
Sir, As an emergency planning practitioner, I subscribe to the main conclusion drawn at the recent symposium on disaster planning held at the Royal Military College of Science (report, April 2) that a new law is urgently needed to provide for disaster planning in the UK.

Whitehall's track record in this regard is not encouraging, however. It took the European Council's "Seveso" directive to compel Government to make regulations requiring emergency plans to be prepared for certain major industrial hazards in this country, and for the people working and living in the vicinity of those sites to be advised of the self-protective measures they should take in the event of an accident.

A duty to make these plans was placed on local authorities in 1984 and is now well established, but only the most hazardous sites are caught by the regulations. A timely opportunity to enlarge this statutory base was ignored by Government when passing, in 1986, the ineffective Civil Protection (Peace-time) Act.

Bottoms up

From the Chairman and Chief Executive of Vickers Shipbuilding & Engineering Ltd
Sir, On April 8 you gave prominence to the report of an alignment error made by my company in welding together two hull sections in a Trafalgar class nuclear submarine currently under construction. The mistake, as it certainly was, was picked up by the company's quality control procedures. Its consequences are being assessed and necessary corrective action will be taken. Despite the mistake it is already clear that the submarine will be delivered on time and with no adverse cost implications for the Ministry of Defence.

Your reporter chose to make fun of the incident. I do not object to this. Those who make mistakes in our open society must expect them to be reported — humorously or otherwise.

But I am amazed at the comments attributed to a serving French rear-admiral, who cannot be aware of the repeated requests of his submarine construction colleagues, made at the highest ministerial and official levels, to be allowed to observe and apply the modern and cost-effective submarine construction methods developed in VSEL. Nor can he be even remotely aware of relative

Ilea and costs

From the Leader of the Inner London Education Authority
Sir, It is not clear from your report, "Independents less costly than ilea" (later editions, March 30), on what basis the costs of independent schools are being compared, let alone whether they were maintained schools in inner London. For the record, however, there is no secret about the basis for calculating unit costs in inner London. Apart from a few minor items (rent, exchequer grants, financing charges and parental contributions), everything is included. Contrary to your report, central services like administration, in-service training and support services are included. Also included are books, stationery, instrumental tuition, materials for technical subjects and a wide range of sporting activities, for which many independent schools charge extra. Your report also misled in

Storm clearance

From Mr Tom Flood
Sir, Mr R. F. Eberle's letter (April 6) lamented the absence of the "Friends of Kent" and the need for voluntary help following the devastation caused by the hurricane of October 16 last year.

I can assure him that the British Trust for Conservation Volunteers has been actively involved in lending a hand. Some 7,184 volunteers have helped with storm clearance work and a modest replanting effort has in fact started with the planting of 21,207 trees. With financial assistance from industry and charitable trusts we have established in the south of England a permanently staffed woodland unit to co-ordinate future activities. In the autumn the BTCV will start a major programme with the target of planting nationally over three years a million trees. Yours sincerely,
TOM FLOOD,
British Trust for Conservation Volunteers,
36 St Mary's Street,
Wallingford, Oxfordshire.

Voices over the Lord

From Mr Robert Nott
Sir, I suspect that Mr Harte (April 4) would find that churches "where no birds sing" are those which have had the wisdom to protect their buildings by taking measures to repel birds. Yours faithfully,
ROBERT NOTT,
Englefield Cottage,
Hurtmore,
Godalming, Surrey,
April 4.

Slightly confused

From Miss Rosemary Scott
Sir, Whilst working in the British Library, I recently had occasion to refer to a volume about the Religious Tract Society. The volume in question had been handsomely rebound, and proclaimed itself in fresh gold-block lettering, to be a work on the Religious Tract Society. Perhaps, in the present climate, such a society might indeed be founded. Yours faithfully,
ROSEMARY SCOTT,
4 White Leaves Rise,
Cuxton,
Rochester, Kent,
April 9.

Nectar supplies in perpetuity

From Mr John H. B. Rawson
Sir, May I, through your columns, make an appeal that when the current proposals for setting aside surplus arable land are initiated, adequate funds are made available for sowing the unused land with the seed of nectar-bearing plants.

On suitable soils, lucerne, sainfoin, white clover, bird's-foot trefoil, melilot, scabious, knapweed and heathers would all provide good supplies of nectar, not only for bees of all kinds, but for other insects, including butterflies and moths. Birds, too, could benefit indirectly as insect predators.

Seed for these plants must still be available. Indeed, one Hampshire farmer whom I know has maintained, year after year, the type of sainfoin once prevalent in his county, regarding himself as its custodian.

Nectar-bearing trees, such as maples, sycamore, cherry, lime, horse chestnut and sweet chestnut, could be planted on land intended to remain out of agricultural production for a long period.

Most of the above plants and trees are also beautiful. Walking amongst them would surely be considered by most members of the public to be a marvellous experience.

Yours faithfully,
JOHN H. B. RAWSON,
Wiltshire Downs Honey Farm,
Ufford, Wilton,
Salisbury, Wiltshire.

ON THIS DAY

APRIL 14 1829

The following verses celebrate, fustianly and abstractly, the conclusion of one of the most contentious articles of legislation of the late 18th and early 19th centuries — Catholic emancipation. The Act received the Royal Assent on April 13. The Times had vigorously championed this cause — one deserving a more accomplished poet than "Anglicus".

THE THIRTEENTH OF APRIL, 1829

From grateful nations to ascending
While shouts of joy, and hymns of
While warbler birds, and larks more
Catch the glad accents from the
In Wellesley's honour wroth the
The healing victories of Peace
And in the Hero of an hundred
Hail the Avenger of his country's
My unambitious Muse must leave
The pumps that glitter, and the
And from the honour'd living turn,
One tear above the still remember'd
Lo! as I speak, a shadowy train
The wise and eloquent of other
Statelike; and first of all that gifted
With slow and measured tread, Pitt
Nor yet forgoes the aspect of
That eved the spirits of a doubting
The lofty poet, the conscious glance of
While to the patriot band, he points
Accomplish'd views his own deferr'd
Waves his proud arm, and nods his
See, on his steps a rival shade
In all beside a foe; but here, a
The Statesman of a vast, but gentle
Champion of Freedom, Patron of
Who claim'd for young America the
For which she bent to sue, and rose to
Who chas'd Estorion from her
Who riv'd the links of Africa's torring
Who bade the groaning Universe be
Speak then, green Erin, — did he feel
And thou! whom still regenerate
Whose worth our love, whose loss our
Leave, Canning, leave awhile thy long
From stormy greatness, and exalted
Thou radiant, inspir'd, vindicated
Behold, the expiating ire is paid:
Thy fierce assailants check their keen
Thy life's last foes heap incense on thy
Then let me pluck from Triumph's
One cypress branch for thy cold come
Oh! has thy voice my fancy captive
I lov'd thee living; I adore thee
And hail with thrilling pride, and
Thy fame asserted by an hour like
ANGLICUS.



COURT AND SOCIAL

COURT CIRCULAR

WINDSOR CASTLE April 13: The King of Norway...

Captain William McLean was in attendance.

The Princess Royal and Captain Mark Phillips...

Her Royal Highness and Captain Mark Phillips...

This afternoon The King of Norway visited Westminster Abbey...

Mrs Charles Ritchie was in attendance.

The King of Norway subsequently met members of the Norwegian Community...

The engagement is announced between Paul Gerald...

The Duke of Edinburgh this morning presented the 1988 British Design Awards...

The engagement is announced between Peter, younger son of the late Peter de Zulueta...

His Royal Highness was received on arrival by Her Majesty's Lord-Lieutenant for the City of Glasgow...

The engagement is announced between Faraj Sany...

The Duke of Kent this evening attended the Diamond Jubilee Reception...

The engagement is announced between Alexander William Richard...

His Royal Highness, attended by Brigadier Clive Robertson...

The engagement is announced between Matthew, son of the late Mr F.J. Cosans...

The Prince Edward this evening attended the annual dinner of the National Association of Youth and Community Education Officers...

The engagement is announced between Andrew Jeremy Dalrymple...

His Royal Highness, attended by Brigadier Clive Robertson...

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The Prince Edward this evening attended the annual dinner of the National Association of Youth and Community Education Officers...

The engagement is announced between Matthew, son of the late Mr F.J. Cosans...

Today's royal engagements

The Prince of Wales, President of Business in the Community...

Birthdays today

Miss Julie Christie, actress, 48; Sir John Gielgud, CH, actor, 84...

THE THYSSEN COLLECTION

Hendrik Ter Brugghen, the most gifted of the Utrecht School...



Ter Brugghen bases the action of this painting very consciously around the candle...

In the dark background, Isaac, unaware of the treachery that is unfolding...

The use of light for an effect of silence and solemnity has seldom been better managed.

Forthcoming marriages

Mr P.G. de Zulueta and Miss S.E.P. Pritchard...

Mr R.M. Appleby and Miss H.L.H. Evans...

Mr J.E. Gillam and Miss S.K. Horne...

The engagement is announced between Benedict Mark, elder son of Mr and Mrs Martin Appleby...

The engagement is announced between James Edward, of Nantucket Island...

The engagement is announced between Gregory, younger son of Mr and Mrs J. Edward Gillam...

The engagement is announced between Mrs Rosalie Evans, of Blonstone House...

The engagement is announced between Gregory, younger son of Mr and Mrs R.C. Harper...

The engagement is announced between Paul, youngest son of Mr and Mrs R. Mountain...

The engagement is announced between Faraj Sany, elder son of the late Mr Sany Farajallah...

The engagement is announced between Alexander William Richard, only son of Mr and Mrs Alex G. Cameron...

The engagement is announced between Mark, son of Mr and Mrs Raymond Speakman...

The engagement is announced between Andrew Jeremy Dalrymple, youngest son of Mr and Mrs A.D. Ellis...

The engagement is announced between Matthew, son of the late Mr F.J. Cosans...

The engagement is announced between Gregory, younger son of Mr and Mrs W. Workem...

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OBITUARY ITHELL COLQUHOUN

Artist of fantasy Ithell Colquhoun, who died in Cornwall on April 11...

Living Stones (1957). She later moved to a studio in the village of Paul where she lived and worked for almost 30 years.

Her poems, stories and essays, among them The Mantic Stain, which was the first published account in English of the surrealist automatic process...

During the war she married the writer Tony del Renzio, publisher of the surrealist magazine Aton.

A multi-talented person, she was a poet and author as well as a painter. She was also a student of the occult and alchemy, of Celtic lore, language and mythology.

In the mid-1960s he wrote, with Dr P. J. A. Buttle, a seminal paper on neutron transfer in heavy ion reactions which made a significant impact even outside the world of physics.

Goldfarb, a Canadian by birth, was a gifted student. He went to McGill University at the young age of sixteen and graduated in applied mathematics when he was twenty. Later he took his doctorate at Rochester, in the United States.

In 1955, after a couple of years with an oil company, he went to Manchester to join Professor L. Rosenfeld in the theoretical physics section of the physics department, and there he remained for the rest of his academic life.

AIR VICE-MARSHAL H. H. BROOKES

Air-Vice Marshal H. H. Brookes, CB, CBE, DFC, who has died at Port Alfred, South Africa, at the age of 83...

After the war he found himself back in Iraq as CO of RAF Habbaniya, and he stayed on to become Senior Air Staff Officer in Iraq.

Retiring from the RAF he went to Rhodesia, where he served in the police. He eventually retired to South Africa.

MR MICHAEL VARVILL

Mr Michael Varvill, CMG, who did much to develop the parts of Nigeria during the last years of colonial rule, died on April 12, aged 78.

During the war he served on the Governor's staff, then returned to London on secondment to the Colonial Office, and to spend a year at Cambridge as tutor to a large

FRITZ H. LANDSHOFF

Fritz H. Landshoff, who died in the Netherlands on March 30, aged 86, was one of the joint owners of Gustav Kiepenbeuer, a Potsdam house that published the work of many leftist writers in Weimar Germany...

After the German invasion of the Netherlands, he went to the United States and founded L. B. Fischer with Gottfried Bermann-Fischer.

APLES FENESA

Aples Fenesa, a Catalan sculptor of the Paris School, died on March 25, aged 88.

Banquets and luncheons

Christian Englund, Major Thomas Grant, the High Commissioner for Finland and Mrs Pasanen...

The British College of Optometrists of Michigan Inc. President of the British College of Optometrists, presided last night at a dinner at Worcester College, Oxford.

The Princess Royal and Captain Mark Phillips attended. They were received by the Lord Mayor and Lady Mayoress...

Luncheon Speaker The speaker gave a dinner last night in Speaker's House in honour of the President of the Methodist Conference...

Luncheon King's College Hospital Lord Beaverbrook opened the Joanne Hoskins Memorial Suite, donated by the Saints and Sinners Club of London...

Wales University College of Swansea GRANTS and Engineering Research Council British Steel Corporation...

University of Bath FECC 1106740 to Dr M. Greaves, School of Chemistry...

University of Liverpool FECC 124918 to Dr J. Briston, School of Chemical Engineering...

University of Durham FECC 124918 to Dr J. Briston, School of Chemical Engineering...

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Large advertisement for British Airways featuring a picture of a plane and the slogan 'SUDDENLY AMERICA ISN'T WHAT IT WAS.' with prices like £449 and £299.

Large vertical advertisement on the right side of the page, partially cut off, with the word 'BIRTHS' visible at the top.

THE ARTS

David Robinson reviews the film version of an "unfilmable" love story, played out against the background of the Soviet invasion of Czechoslovakia in 1968

At long last, love

Philip Kaufman, whose previous films have included Invasion of the Body Snatchers and The Right Stuff, deserves credit for sheer courage in undertaking The Unbearable Lightness of Being...

Moreover it requires the film maker to involve his audience with a very distinctive European society and temperament, and with historical events which happened 20 years ago, and even then engaged the Western media and public for only a matter of weeks...

The significance of the title is that everything in life happens only once, without rehearsal or repetition. Kaufman and his writer, Jean-Claude Carrière, have respected Kundera's insistence that his book is about love and self-realization and ambiguity...

erotic love story into which tanks intrude.

Carrière has simplified Kundera's complex time structure into three distinct acts of equal length. The first is set in the Czech Spring of 1968, and shows the hero, Tomas (Daniel Day-Lewis), a young surgeon, chasing sex but systematically evading the involvement of love...

The second act (and the second of the film's three hours) begins with the Soviet invasion. Tomas, Tereza and Sabina emigrate to Geneva. Sabina moves on to America to avoid a new emotional threat; and Tereza flees back to Czechoslovakia to avoid dependence on Tomas...

In the final act they escape to the countryside, where a brief spell of

carefree bucolic living (before a fatalistic ending) awakens Tomas to the happiness of real love. This final hour, with its more deliberate dramatization, is the most concentrated and successful section of the film...

Daniel Day-Lewis, on whom the main weight of the film is thrust, comes into his own only in this final part. Previously, while gamely working at his accent, he gives a somewhat posturing and self-conscious performance...

Juliette Binoche, on the contrary, is outstanding as the developing Tereza, with a whimsical, tentative quality that might belong to one of the girls in Milos Forman's Czech films of the Sixties. Lena Olin's Sabina, who wears an ancient bowler hat as a sexual fetish, seems rather more like the kitsch heroines of Vera Chytilova's Daisies...

Thanks in no small degree to Sven Nykvist's photography, the recreation of the place and period, and the combination of new material and old actuality of the Soviet invasion, are tours de force.

CINEMA

The Unbearable Lightness of Being (18) Empire 1

Bernadette (U) Cannon Première, Swiss Centre

Bellman and True (15) Screen on the Hill, Cannons Tottenham Court Road, Panton Street

Taking his cue from the death-bed exhortation of Bernadette of Lourdes - "the less one says about me the better" - the octogenarian Jean Delannoy has set out in Bernadette to make an unaffected simple hagiography...



A dogged couple: Juliette Binoche, Daniel Day-Lewis and 'Karenin' in The Unbearable Lightness of Being

commercially exploitable saint in the calendar.

There is none of the lush romance of Hollywood's 1943 The Song of Bernadette. The child's family are shown in realistic poverty; and her visions are matter-of-fact broad daylight affairs, without lighting effects or heavenly choirs...

each in turn outpaced by her modest common sense and unshakeable insistence on her truth.

It is interesting and occasionally moving, but uninspired. The American baby star, Sydney Penny, is a shade too pretty and healthy and professionally seasoned for the title role.

Richard Loncraine, revives the bank heist thriller genre, with obvious glances at the Brink's Mat affair.

The heist does not have enough originality, nor the psychological intrigue enough substance, to justify the length of the film; and the grubby camerawork, wandering narrative and unrealistic pseudo-literary dialogue have all very much the look of television series drama.

Jeremy Kingston meets Maggie Steed, Beatrice in the RSC's Much Ado About Nothing

Rita Moon goes to Stratford

She strides across the carpet towards a sofa. She could pace the balcony in Private Lives with aplomb. You can imagine her wrapping herself in furs and sailing off to reign over 17th Century Sweden.

Maggie Steed's own wrap is a fake fur, smothered with pink and turquoise spots, that suggests a cross between a self-assured leopard and a tropical fish.

Presumably the aura of confidence, as much as her height, is what brought mature characters within her range from early days. Her most recent role has been Gertrude in the RSC's touring production of Hamlet, travelling the country with A Comedy of Errors throughout last winter.

"I hadn't been on the road for 10 years, since touring with Belt and Braces, one of the groups that started off in the Seventies. We used to bump into each other in motorway 'cafs' at three o'clock in the morning on the way back from Hull, or Bridlington or



Irony and aplomb: Maggie Steed

something, 7:34 and Joint Stock, Monstrous Regiment.

"This time was bound to be different, I mean, we had a 500-seater auditorium. We had all the props, all the costumes, all the music.

"In every way it was an absolutely tremendous tour, because you go to places that don't have theatres, that aren't near theatres. And you are packed every night, with people who are really enthusiastic about seeing Shakespeare.

"It's very moving. People drive 40 miles twice in one week to see two different Shakespeares and say, 'Oh, you've been the big spot of the last four months for us.' And I thought, 'I remember... I remember why I wanted to do theatre.'"

That decision was taken way back in her Plymouth childhood. "I don't know when, really. I'm one of those people who can't remember when they didn't want to do it. I used to write plays, adapt Alice in Wonderland, so as to be able to speak the words."

"There was an embarrassing occasion once: I used to stay up very late at nights when I was about 11 or 12, and sit on the windowsill and look out of the window and read poetry."

"And the woman across the road, apparently it woke her up one night and she said, 'Oh,' she said, 'Mrs Baker, - my name's Baker - Mrs Baker, I heard this terrible booming noise the other night, I looked out and it was your Margaret sitting in the window, reading poetry into the night.'"

Night-time poetry recitals led to school plays. "But it was a girls' school, so I only acted boys: Romeo, Richard of Bordeaux, Toad of Toad Hall. All chaps. I didn't know if I could play girls till I went to drama school."

Girls she has managed on stage since then have included Adelaide in Guys and Dolls, Livia in Can't Pay, Won't Pay. When she was playing a tempestuous Rita Moon in ITV's Shine On, Harvey Moon, one of her fellow actors was Clive Merrison, her current Benedick.

"So we know each other, we're old mates, and that's good."

Rather like Beatrice and Benedick, in fact? "That's right. There's an indication that they've had some sort of thing before. "But the play is all so wonderful, so great. It would be awful if it just stayed a comedy. Not awful, but a shame. The play just plunges into tragedy. And there's no cheating in it, because structurally he's introduced Dogberry and Verges, who are our good men and are going to get us through in the end. He doesn't have to cheat."

Fast and finely danced

DANCE

Swan Lake Alhambra, Bradford

Natalia Makarova's new Swan Lake for London Festival Ballet, although based on her traditional Russian upbringing, will be remembered chiefly as a streamlined version, perhaps the first to rely on new technology for its staging.

She has decided to concentrate entirely on the classical aspects of the choreography. Gone are all the stylized folk dances from the third scene; gone too are Siegfried's tutor, and the jester who infests most Russian productions, and with them the comic duet from Scene I goes, also.

The designs by Gunther Schneider-Siemsson reinforce this approach. There are three giant screens, like VDU screens except that they are shaped to resemble distorted swans' wings. Placed one at the back, one on either side, they move easily forward and back, up or down.

Painted scenery is projected on to these from behind; so are films showing the visions of Odette (played by Makarova) who tries to warn Siegfried in Scene III, and of Rothbart, a giant, half-glimpsed presence hovering threateningly over Scenes II and IV.

A benefit of this treatment is almost instantaneous scene changes. Makarova is consequently able to present the ballet in little under two and a half hours with only one intermission. But the effect, with Schneider-Siemsson's dim lighting, Dietmar Solt's mostly dull costumes, and a scrim across the front of the stage for the lakeside scenes, is very much on the gloomy side.

Festival Ballet has acquired most of the choreography which Frederick Ashton made for various Covent Garden productions no longer in use there; is this statesmanship or cheek? Scene II is in the Russian version of Ivanov's choreography, except that Odette has her solo earlier than usual. (This makes sense for the emotional sequence of the dances).

Petipa is represented only by the Black Swan duet; even the bril-



Selective, swift and strong in movement: Susan Hogard as Odile

liant Pas de Trois is discarded. The rest of the choreography is Makarova's own: very bland, I am afraid, with lots of steps but no real invention.

Makarova's main achievement lies in the quality of the dancing. She has chosen initially to use different dancers for Odette and Odile, but not every night: this is expediency, not principle, to bring on the young dancers gradually.

Her opening cast is very young. Trinidad Seviliana makes a creamily fluent Odette, even if tentative as yet, especially in the use of her arms; Susan Hogard a very seductive Odile, swift and strong in movement.

I am not convinced that any Siegfried would mistake one for

the other, even one as romantically preoccupied as Patrick Armand. The production emphasizes his moodiness, even to the point of wandering off stage during the eotertainment presented for his pleasure in Scene I (the Ashton Pas de Quatre, needing a little more elegance and dazzle yet).

The storm scene at the end is spectacular, with the filmed Rothbart shaking torrents of water from his wings. Odette's and Siegfried's decision to wade out and drown themselves is a surprise, but striking. A pity, though, that their pictorial effects are no real substitute for live dancers.

John Percival

Athenaeum Hotel Piccadilly 'Champagne Festival' Monday, 11th April - Sunday, 24th April featuring Speciality dishes from the Champagne region Three course luncheon menu £17.50 Tutored Champagne Tastings Champagne at £3.25 per glass For further details call Francoise on (01) 499 3464

Images undercut the information

Between Beethoven and De Curtis, the soundtrack of Trading Places (Grossada) managed to suggest the kind of cultural eclecticism for which the European Community would like to be known. What the presenter Paul Heiney found in Italy, however (and predictably),

TELEVISION

was that while the North sings an unending ode to economic joy, the South has little save its sun.

The best thing about the engaging and simpatico Heiney is that he is not Russell Harty; the worst, his captious commentary, in which informative and by no means unintelligent statements are lethally skewered by visual puns. This rib-swinging approach is patronizing and ultimately distracting. One never knows to what extent the image is determining the thought, nor whether the details are considered more important than the argument.

Appropriately enough, in dealing with the Italian economic miracle, there was even a sorpasso. "If I may mix my metaphors the way they mix their ice-creams," Heiney perorated at a conference of gelatieri in the Dolomites - and then capped this apologetic introduction with a wine-making metaphor to do with one-scoop economies and knickerbocker glories, complete with cherries on top.

If television frontmen persist in getting their glories in such a twist, what hope is there for European understanding?

Following last Sunday's South Bank Show, the publisher Peter Owen's second major puff of the week came with a Bookmark (BBC2) on Shusaku Endo, who has been called "the Japanese Graham Greene". This novelist's Catholicism does indeed lend him an unexpected angle on his native society, where the concept of sin is equated solely with public exposure.

The profile itself never found its focus. Alec McCowen read out Endo extracts of a disorientational temper, and a colourless voice-over decorated footage of the author larking about with amateur operators. Late in the day we learnt that he also hosts a popular television talk-show; at least a clip of this should have been shown.

Martin Cropper

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SIX PERFORMANCES ONLY of DAVID POUNTNEY'S 'magnificent production' The Makropulos Case Tonight at 7.30 then Tuesday and April 23, 30 May 4, 7 English National Opera London Coliseum St Martin's Lane London WC2N 4ES Box Office 01-936 3161 Credit Cards 01-240 5258 Janáček's masterpiece - the story of Emilia Marty, the opera singer who finds that the elixir of youth is not a formula for eternal happiness. Cast includes Josephine Barstow Emilia Marty, Bonaventura Battone, Jacek Strauch, Anna Steiger, Paul Harvey, Edward Byles, Eric Shilling, Terry Jenkins Conductor Lionel Friend Producer David Pountney Designer Maria Björnsaon Lighting Nick Chelton

هكذا من الأهل

BOOKS

Ombolom Bullorga? The best all died

Peter Ackroyd looks at Peter Brook's new autobiography and his critics

THE SHIFTING POINT Forty Years of Theatrical Exploration: 1946-1987 By Peter Brook Methuen, £14.95

PETER BROOK: A THEATRICAL CASEBOOK Compiled by David Williams Methuen, £2.95



GLYNN BOYD HART

Once it was Bottom, and now it is a starving African tribe. But there is something too flashy, too cerebral, about the transition. One gets the impression that everything is turned into yet another bright idea.

As a result Brook's anthology, and the Casebook of his various commentators, are filled with the fashions of the periods in which the various essays were written. Discontinuity, improvisation, simultaneity, participation - all the code-words of the Sixties and earlier Seventies reappear here like the echoes of an ancient pop-song. And so it is that even one of Brook's admirers, Charles Marowitz, is quoted in the Casebook as saying of his Lear that "... I still discern the absence of internal life."

It is almost impossible not to write "his Lear" in this context, as if Brook were to be given as much credit as Shakespeare. And that of course is part of the problem. The apotheosis of the director is in fact quite puzzling - it is a modern development, no doubt as temporary as the reign of the actor-manager but no less debilitating. It has something to do with the authoritarianism of the twentieth century but much more to do with the decline of organized religion and the increasingly desperate search for substitutes. Perhaps that is why Irving Wardle, in his introduction to the Casebook, describes Brook's career as having "the quality of a primal legend". The director becomes, if not exactly God, at least hero or saint.

And that is also no doubt why Brook himself now seems most interested in the theatre as a communal ritual - in his hands it seeks to acquire an almost religious intensity and to adumbrate "universal" significance. The theatre is, for him, no less than everything - capturing truth and life, "a burning and beating taste of another world in which our present world is integrated and transformed". But drama is not theology, directors are not gods, actors rarely priests - and although it is natural for any professional to overrate his own sphere of activity, it is unwise to claim quite as much significance as this.

At the very least it encourages portentousness and a sometimes deadly humourlessness. Of course there are good things in The Shifting Point - Brook is interesting about his own history, and there are some perceptive essays here on Shakespeare and Chekhov. It is only when he starts talking about "essentials" that he comes to grief. His is a doctrine of perfection but the theatre is an imperfect medium, and in that paradox one senses both the significance and the weakness of his work.

Peter Brook is arguably the most important living director he has redefined the nature of the theatre for his generation, and his work in the related disciplines of opera and film has been to put it no higher - influential. So why is it that this anthology of his essays, The Shifting Point, is less than wholly satisfactory? It carries the note of definite conviction, it is well and on occasions forcefully argued, but in the end it seems a somewhat inconclusive and disappointing book.

This may be connected with the Bradleyan philosophy which Brook intimates in his title - there is no single truth, only a number of finite points of view - but I suspect that it has more to do with the director's own career. It is not that he has lost his way but rather that, for reasons best known to himself, he has chosen to take an elaborate detour - a bewildering journey exemplified by the difference between the Shakespearean words which in the first half of his career he did so much to illuminate and the gibberish of his later Orphast - IN OMBOLOM BULLORGA being one example of a nonsense language which was supposed to strike deep chords in the feelings of its auditors, but which did no more than betray a kind of helpless atavism.

Yet in one sense his career has been exemplary - since a successful director needs more than a fair share of egotism, will-power and sheer bravura it was natural that Brook should have taken to his profession very early in life. He was an enfant terrible almost while he was still an enfant, and in succeeding years he created memorable productions for the Royal Opera House, the National Theatre and the "Royal Shakespeare Company". These seem always to have been a definite desire to shock or at least to surprise, and so his excursions

into the Theatre of Cruelty and the anti-war activism of US in the Sixties were par for an increasingly controversial course. Then in 1970 Brook opened the International Centre of Theatre Research in Paris and, since that time, he has been involved in international improvisations and productions which have not only turned the theatre on its head but spun it around, emptied its pockets and stamped all over it.

It is of course with this latter period that he is most closely identified, but there is a recognizable and permanent attitude of mind which has animated all of his work. Although in his collection of essays he severely criticizes those who deal in dramatic theory, he is a director who himself

seems more interested in "ideas" than in anything else - whether it be the idea of a new language, or the idea of actors swarming among an audience, there is an element of self-willed and sometimes not altogether convincing contrivance. He seems never willingly to have forfeited the role of "Boy Wonder" which was thrust upon him so many years before; there is nothing wrong with that, of course, but it does suggest that it is essentially a form of entrepreneurial arrogance. He confesses that in his earlier career he was more interested in images than in actors, but this is still the case - only the scale of the imagery has changed. Where once it was Love Labour's Lost, now it is an entire Hindu epic.

This was Primo Levi's last book, finished just before he killed himself a year ago. To speculate about Levi's suicide is, as Paul Bailey says in a shrewd and sympathetic introduction, "as pointless as it is distasteful". But the book gives some inkling of the permanent mental pain he suffered, quite apart from any immediate fears or sorrows which precipitated his action.

Levi has been among the least vindictive of the writers who have borne witness to the horror of the Nazi concentration camps. He was always, as Bailey says, "on the side of life". The Drowned and the Saved teaches us that to understand is not to forgive. Levi did not forgive the Germans for what they did to his people. The more you understand what evil is, perhaps, the more you suffer. "Anyone who has been tortured remains tortured", writes Levi, about an Austrian philosopher who was tortured by the Gestapo, sent to Auschwitz, and committed suicide in 1978.

What Levi understands, and what he tries to convey here specifically for the benefit of the generations who have grown up since the war, is that existence in the concentration camps was riddled with ambiguities. (It was, but was not simply, a matter of the good guys being persecuted by the bad guys.) He is scathing about the sort of psycho-

HOLOCAUST MEMOIR

Victoria Glendinning

THE DROWNED AND THE SAVED By Primo Levi Michael Joseph, £10.95

nonsense which imagines a sado-masochistic convivance between the torturers and the tortured. But in a chapter entitled "The Grey Zone" he remembers - and it is as painful to read as it must have been to write - incidences of the cruelty and inhumanity of concentration camp victims to one another, and the way the human drive for power, prestige and privileges, in this case food, made some Jews collaborate with the guards, or join the Special Squad that manned the crematoria. He makes no moral judgements. He just describes the way it happened.

Liberation from the camps did not bring instant happiness. Most of the victims suffered from depression and anguish after their release, and some committed suicide. Levi tries to analyse the complex shame that they, and he, continued to feel. The irrational guilt at having survived at all has often been mentioned, but Levi gives

heartbreaking reasons for it. The guilt is about not having tried harder to resist the system, or to help victims weaker than oneself. "The aims of life are the best defence against death; and not only in the Lager", he writes, arguing against war, against cruelty. "Satan is not necessary." But the disturbing implication of his book seems to me to be that the "aims of life", in the Lager, made people brutal. In order to have a chance of survival, you had to look after yourself.

The suspicion that haunted him was not just that the fittest survived, but that the fittest meant the worst - "the selfish, the violent, the insensitive, the collaborators.... The best all died." He tried to take comfort from the idea that he could bear witness - as he did, in seven unforgettable books. But the story of the camps, he believed, was written by the wrong people. The "complete witnesses", who knew the ultimate horrors, never came out alive.

In the face of his unending dialogue with the unbearable past there is no judgement to be made - except a literary one, and a regret that this brief, impassioned and lucid book had not a more agile translator. Levi's dialogue is with the future as well as with the past. "It happened, therefore it can happen again: that is the core of what we have to say."

Camping in couples

FICTION

John Nicholson

SIGNIFICANT OTHERS By Armistead Maupin Charn & Windus, £10.95

PUTTING OUT By Neil Fergusson Hamish Hamilton, £10.95

PENNY WISE By Susan Moody Michael Joseph, £10.95

A CHARM AGAINST DROWNING By Frederic Lindyard Andre Deutsch, £10.95

First a hearty cheer for Chatters, for giving us the fifth of Armistead Maupin's Tales of the City cycle. Next, a resounding raspberry for them and the rest of the British hardback publishing industry for ignoring the first four of what may well be the funniest series of novels currently in progress.

For those who do not know his work, the epicentre of Mr Maupin's fictional world is 28 Barbary Lane, in the respectably Bohemian quarter of San Francisco. Residents of the area tend to be househusbands, media goddesses, and poet-playwrights. They also tend to be homosexual. If I tell you that Maupin describes himself as a committed gay rights activist and that most of the action of Significant Others takes place at a Women Only music festival and an exclusive Country Club for Professional Gentlemen, situated dangerously close to one another in the forests of Northern California, then I can be reasonably confident of having given you a completely false impression of a most accomplished piece of comic writing. What makes Armistead Maupin remarkable (apart of course from the fact that you don't need to have the slightest interest in the world in which his characters move to find his books funny).

Brian, the househusband, thinks he may have caught something nasty (AIDS, since this is contemporary San Francisco) from an unwise liaison (heterosexual, as it happens) and takes off on a boys-only trek up-country to avoid having to make love to his wife before he gets the results of the blood-test. As chance would have it, his rural root turns out to be within comfortable hiking (and, when the plot demands it, swimming) distance of both the Wimmerwood Festival and the old goats semi-Spartan semi-sybaritic settlement.

Barbary Lane is represented in both camps, and Brian, while fearing the worst, does his best to reconcile the two implacably opposed cultures. There are shenanigans and shemozzies; couples snap sharply apart and then drift lazily back together under the redwoods; and the whole affair is presented with an understated charm that disguises a smooth construction and a real talent for creating farcical set-pieces. Maupin's ear for dialogue is as acute as his feeling for characterization, and the net result is an engaging read as you're likely to encounter in many moons.

Putting Out is another book you could get terribly wrong from just glancing at the sleeve-notes. Novels by special teachers from North Kensington don't immediately make this reader's pulse quicken. But Neil Fergusson must be a weekend romancer extraordinaire; to judge by his fictional debut, it's a stick-

have around when New York's favourite newscaster is gunned down by a sex-change artist the day before the denizens of the Big Apple are due to elect themselves a new Mayor.

Perhaps Max Faraday is scheduled to join the ranks of recurring part-time detectives - like Susan Moody's Penny Wanzawake the black, six foot, trouble-shooting daughter of an English lady and an African diplomat, who Modestly Blaises a trail around the watering-holes favoured by the European jet-set. Penny Wise is another fifth-in-the-series. Sadly, Miss Moody's relentlessly jokey narrative is beginning to pall, and she seems to be losing interest in her heroine, judging by this less than sparkling account of mayhem in the up-market hotel business.

Much more convincing is Frederic Lindyard's third novel, A Charm Against Drowning. George Campbell is an educationalist, a failure in his own and the world's eyes, trying desperately to maintain a relationship with his student daughter. But Chris is a junkie, written off by the medical profession, whose only hope of salvation involves her father in a course of action far beyond his powers - though not his imagination. This harrowing book, which veers between realism and fairy-tale, is a worthy successor to the equally disturbing Bronsd and Jill Rips.

fantastical investigation of fashionable New York life, seen through the eyes of a former Professor of Semiotics, now employed by the NY Police Department to add his expertise in interpreting the metaphorical significance of situations to their forensic armoury.

The stylish Lieutenant Maxwell Faraday may refuse to wear his police-issue revolver on the grounds that it ruins the line of his suit. But he's no slouch with a .41 single-action rimfire Colt, stock silver-inlaid and engraved by Tiffany. And even Captain O'Duff, who would prefer his precinct Prof-less, admits Max is a useful man to

Daubing fine fillies

Woodrow Wyatt

WHAT A GO

The Life of Alfred Munnings

By Jean Goodman Collins, £17.50

as soon as he could hold a pencil.

He apprenticed himself to a Norwich firm of lithographers. Thus he painstakingly learned the precision in drawing of great value to him as a painter. He studied at the Art School and joined the Art Circle, resident of the Norwich School, through which he was selling pictures by 19. He had two paintings accepted for the Royal Academy Summer Exhibition at 20. He was on his way to the trams, disaster

and triumphs of the exciting world he knew he would conquer. His first marriage was not consummated. It ended when his wife killed herself after two

years from unhappiness over a lesbian affair. Munnings had married her because she was socially superior and made a stylish model, especially on a horse. His second marriage in 1920 to the elegant daughter of a fashionable London riding master, a familiar of royalty, lasted until his death in 1959. It is not clear whether this was consummated either, being described by Jean Goodman as "childless and, seemingly, sexually unsatisfactory", but she managed his money, looked after his house and

waited patiently for his early morning returns from the boisterous dinners he went to several times a week.

She, too, looked wonderful on a horse, as can be seen, among other good illustrations, in My Wife, My Horse and Myself, painted outside his handsome Regency castle house, Dedham in Suffolk. He was immensely proud of this house in which he lived for 40 years. It signified he was now a real gentleman. He must rank with Stubbs as a painter of horses, their riders and settings, and of the two he has the wider range. Despite his boastfulness he thought himself not a great painter but a good one. He may turn out to have been the former.

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ROBERT HALE

NEW BOOKS The Deputy Literary Editor's selection of interesting books published this week: Conrad and Religion, by John Lester (Macmillan, £27.50) Lord Jim the Baptist, Kurtz as Christ figure. The mutation from Catholic to atheist of our greatest action man. A History of Private Life, Vol II Revelations of the Medieval World, ed. Georges Duby, translated by Arthur Goldhamer (Harvard, £24.95) Day to day life in one of history's more horrible epochs. Challepin, by Victor Borovsky (Hamish Hamilton, £25) Blog of the great singer, on whom Stanislawski based his system. Dams Laura Knight, by Caroline Fox (Penguin, £25) Sunny pics of Cornwall, theatre, ballet, circus; darker pics of Nuremberg. The Soap Letters, by Henry Root (Michael O'Mara, £9.95) In-depth diary of ongoing attempts to get a TV soap on the road, by a man who made his fortune in wet fish. Milligan's War. The collected War Memorials of Spike Milligan (Michael Joseph, £12.95) Hitler, Monty, Mussolini, his part in their downfall. Stands alongside Waugh's Sword of Honour trilogy as the best portrait of World War Two. The Ridgeway: Europe's oldest road, by Richard Ingrams with paintings from the Francis Kyle gallery (Phaidon, £14.95) Mr Private Eye hoofs it over the Berkshire and Wiltshire downs. (Snipcock and Tweed, 195gms).

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The perfect hypocrite: Sir John Gielgud as Joseph Surface in School for Scandal (1937). It is his 84th birthday on April 14th, and Robert Tarlton's festichord Gielgud (Harrod, £14.95) is a fine photo-record of his career

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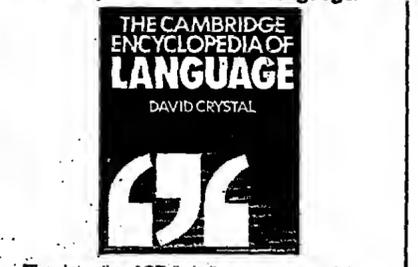
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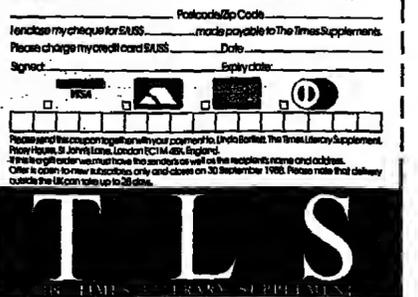
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Terence Moore, TLS February 12 1988 "Take out a year's subscription and we will send you weekly TLS plus a copy of THE CAMBRIDGE ENCYCLOPEDIA OF LANGUAGE published by Cambridge University Press (worth £23) free. Simply complete the coupon below and send it with your remittance to the address shown.

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THE TIMES INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Saturday section by a preview of the week ahead. Items for inclusion should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN

BOOKING KEY: * Seats available; ** Returns only; (D) Access for disabled

THEATRE LONDON

* BLOODY POETRY: Nigel Terry plays Byron and Mark Rylands is Shelley in start of a Howard Brenton season 'Three Plays for Two Cities'...

LONG RUNNERS: * Beyond Reasonable Doubt: Queens Theatre (01-734 1166)...

OUT OF TOWN

NORTHAMPTON: * The Murder Factory of John George Hall: World of Crime...



Scruff with a sharp style

"Mob of Men and Two Women" (above) by Gerald Wyllie (1905-1986) is a lithograph drawn in 1928, while he was a student at Chelsea School of Art...

that novelist Joyce Cary based his character Gully Jimson, the irascible, often inebriated artist in 'The Horse's Mouth' on his friend Wyllie. It is unfortunate that his persona has tended to overshadow his painting...

* HAPGOOD: Puzzling new Tom Stoppard play. Spies, physics and misunderstandings...

* LITTLE AND LOVAGE: Maggie Smith and Margaret Tyzack waging eccentric war against the modern world in Peter Shaffer's new comedy...

* THE MUSICAL COMEDY MURDERS OF 1946: New York comedy-thriller starring Simon Cadell, Tom Baker, Margaret Courney, Sheila Sitala...

* 'TIS PITY SHE'S A WHORE: Rupert Graves and Susan Sylvester play the incestuous lovers in Ford's masterpiece of betrayal and revenge...

* ZIEGFELD: Spectacular musical based on the life of the man who made the famous flapper, and costing a bomb...

* BATTERIES NOT INCLUDED (PG): Last year's Christmas treat from the Spielberg factory...

* CRY FREEDOM (PG): Richard Attenborough's bumper bundle of exciting spectacle and liberal sentiments...

* THE KITCHEN TOTE (15): Writer-director Harry Hook makes an impressive debut with this observant drama about a bewildered young servant during Kenya's fight for independence...

* MOZART/BERLIOZ: The Bouenouvier Sinfonietta is conducted by Roger Norrington in the Overture and Ballet Music from Idomeneo...

CONCERTS

* MACKERRAS MUSIC: Sir Charles Mackerras conducts the Pro Musica Chorus, Brighton Festival Chorus, RPO and Stephen Roberts (baritone) in Bolshoi's Faust by Walton...

* SALKELD'S SHOW: Stephen Salkeld plays Bach's Chromatic Fantasia, Fugue, Fugue, Beethoven's Piano Sonata Op 110 as well as such rarities as Schubert-Liszt song transcriptions...

* SONNERIE SOUNDS: As part of the Wigmore Hall's 'Early Music and Baroque' series the Trio Sonnerie plays and sings by Corelli, Castaldi, Stradella, Picchi...

* SALKELD'S SHOW: Stephen Salkeld plays Bach's Chromatic Fantasia, Fugue, Fugue, Beethoven's Piano Sonata Op 110 as well as such rarities as Schubert-Liszt song transcriptions and Tchaikovsky's Fantasy on Hungarian Gypsy Music...

JAZZ

* ART BLAKEY: Pushing 70, he leads his current edition of the jazz Messengers, including trombonist Robin Eubanks...

* OLIVER JONES: After years in a showband the Canadian pianist polished onto the jazz scene in 1980, earning comparisons with his compatriot Oscar Peterson...

* SAUKELD'S SHOW: Stephen Salkeld plays Bach's Chromatic Fantasia, Fugue, Fugue, Beethoven's Piano Sonata Op 110 as well as such rarities as Schubert-Liszt song transcriptions and Tchaikovsky's Fantasy on Hungarian Gypsy Music...

* MOZART/BERLIOZ: The Bouenouvier Sinfonietta is conducted by Roger Norrington in the Overture and Ballet Music from Idomeneo, his Symphony No 41 'Jupiter' and four Symphonies: No 2, 3, 4 and 5...

ROCK

* JOHNNY CLEGG & SAVUKA: Notley and his band play a new album of African township music from the white Zulu and his road-racial group...

* MARY COUGHLIN: Trad and Emotional Irish singer, recently seen quizzing with the Pogues...

* ROBERT PLANT: Ex-Led Zepplin vocalist, growing older with wit and grace...

* ERASURE: The cool electro-pop of Andy Bell and Vince Clarke...

* DEF LEPPARD: "Armedageddon" 80s-metal band...

* SALOME: Peter Hall's new production, with Marie Evans in the title role and Christos von Dohnanyi in the pit...

* THE MAKROPOULOS CASE: Welcome revival of David Pountney's powerful Lesjak production...

* CARMEN: Opera 80s showcasing production arrives at Ipswich with Kate McCarty in the title role and Ivor Bolton conducting...

* SWAN LAKE: Premier of Natalia Makarova's production for London Festival Ballet...

* MAUGERI and other works by Myriam Harva-Gil for La P'tite Compagnie...

* ROMEO & JULIET: John Cranico's dramatic production revived for Scottish Ballet...

* SHAKESPEARE'S LONDON: meet Museum of London, 2.30pm, £3...

* ARISTOCRATIC LONDON - LORDS LADIES AND GENTLEMEN: meet Green Park tube, 2.30pm, £3 (also next Thurs)...

* JOHN HUBBARD: Paintings, drawings and related works called 'Alumbarra'...

* ROSIE LEVENTON: A large installation called 'Waka', incorporating a leaden boat on a sea of asphalt...

* AUSTRALIA OBSERVED: Paintings and drawings by Jamie Boyd and Denis Clarke and sculpture by John Deady...

* JAMES GILLRAY (1756-1815): A collection of political cartoons and caricatures loaned by the British Museum...

OTHER EVENTS

FREEDOM TO TOUCH: An exhibition of designs and theatre material from 100 years of German and Stratford...

DREAMS: First day of an exhibition of designs and theatre material from 100 years of German and Stratford...

THE CIVIC HALL, Rother Street, Stratford-upon-Avon, Warwickshire (CV37 9SS)...

THE PAVLOVA FESTIVAL: Rare opportunity visit to House, the prima ballerina's home from 1915-1931...

SALE OF SILVER, JEWELLERY AND OBJECTS OF VERTUE: A George IV Belcher tankard made in 1752 by Thomas Cook and Richard Garney...

TOY COLLECTORS FAIR: Vintage and modern trains, road vehicles and models...

PERCUSSION 88: Europe's first Festival of Percussion, featuring Steven Schick, Krumpholtz, Amadinda, Lloyd Ryan...

MAY AT THE SOUTH BANK: Highlights include concerts in End Games late work series...

WIGMORE SUMMER NIGHTS: General public booking for series, including The Light Blues in Irving Berlin 100th Birthday...

LUCIAN FRIEDL: Around 100 paintings 1947-87, with recent work in a previously shown, including oil paintings and large etchings...

NORTH OF WATFORD: Recent work by two Yorkshire artists, Graeme Wilson and Tom Wood...

THEATRE: Jeremy Kingston; Films: Geoff Brown; Concerts: Max Harrison; Opera: Hilary Finch; Rock: David Sinclair; Jazz: Cive Davis; David Lee; Writers: Talks: Andrea Carls; Other Events: Judy Froislag; Bookings: Anne Whitehouse...

BOOKINGS

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LAST CHANCE

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WORD-WATCHING

POSDADA (b) Spanish for a house, specifically 8 way-side inn, or boarding-house, and necessarily very luxurious. EMOUCHOURI (c) The position of the mouth when playing a wind instrument, from the French for the mouth of a river, or a river valley. COMINT (b) The acronym for COMMUNICATIONS INTELLIGENCE, the process of gathering intelligence by intercepting communications. MYS (a) An Athenian artist famous for working and polishing silver; he represented the battle between the Centaurs and the Lapiths on the silver shield in the band of the statue of Athena in the Parthenon sculpted by Phidias.

TELEVISION TOP 10

National top 10 programmes in the week ending April 3. BBC 1: 1 EastEnders (Tues/Sun) 15.40m, 2 EastEnders (Thurs/Sun) 18.55m, 3 News (Mon) 12.30, 13.30, 14.30, 4 Neighbours (Wed) 13.17, 13.30, 14.10m, 5 Neighbours (Thurs) 13.30, 14.10m, 6 Neighbours (Fri) 13.30, 14.10m, 7 A Question of Sport 12.55m, 8 Passage to India 11.20m. Channel 4: 1 Coronation Street (Mon) Granada 16.30m, 2 Coronation Street (Wed) Granada 16.30m, 3 Knight Rider - The Movie ITV 4.00m, 4 Watching Granada 11.25m, 5 Catchphrase 11.25m, 6 She Said Murder ITV 10.30m, 7 Krypton Factor 10.15m, 8 Ant and Dec's Saturday Night Takeaway 10.15m, 9 Emmerdale Farm (Wed) Yorkshire 9.00m, 10 Wednesday at Eight Thames 9.00m. BBC2: 1 The Temptation of Eileen Hughes 7.15m, 2 The Big Bus 8.45m, 3 The Big Bus 8.45m, 4 Forty Minutes 5.70m, 5 J.L.S. 5.00m, 6 J.L.S. 5.00m, 7 J.L.S. 5.00m, 8 J.L.S. 5.00m, 9 J.L.S. 5.00m, 10 J.L.S. 5.00m. Channel 4: 1 Treasure Hunt 7.20m, 2 Treasure Hunt 7.20m, 3 The Cosby Show 5.00m, 4 Brookside (Tues/Sat) 5.00m, 5 Catchphrase 11.25m, 6 She Said Murder ITV 10.30m, 7 Krypton Factor 10.15m, 8 Ant and Dec's Saturday Night Takeaway 10.15m, 9 Emmerdale Farm (Wed) Yorkshire 9.00m, 10 Wednesday at Eight Thames 9.00m.

ENTERTAINMENTS

THEATRE: THE COMMON PURSUIT, THE BROWNING VERSION AND HARRIS WADVALE, ONE FLEW OVER THE CUCKOO'S NEST, BLUE IN THE NIGHT, PLAYHOUSE THEATRE, THE COMMON PURSUIT, THE BROWNING VERSION AND HARRIS WADVALE, ONE FLEW OVER THE CUCKOO'S NEST, BLUE IN THE NIGHT, PLAYHOUSE THEATRE...

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OPERA & BALLET

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Compiled by Peter Dear and Jane Rackham

TELEVISION AND RADIO

BBC1
6.00 Caefta AM.
6.35 Edean's Keady in You Drive Me Crazy (TV).

ITV LONDON
6.00 TV-am
6.25 Thames news.
9.30 Lucky Laddies. Word game.

VARIATIONS
BBC1 WALES: 8.55pm-9.00 News.
9.00-9.15 News and weather.



Colin Talbot and his youngest daughter. The human face of long-term unemployment (40 Minutes: BBC2, 9.30pm)

Down and out in Civvy Street

Colin Talbot is 42 and has been out of work since 1980. He lives with his wife and three children (with another child on the way) in a remote corner of rural Herefordshire...

TELEVISION CHOICE

BBC2
6.55 Open University: Monetarism and Coal. Ends at 7.20.
9.00 Caefta.
1.20 King Rollo (I). 1.28 What's a Queen? (I).

CHANNEL 4
12.00 Just 4 First Helping Henry. For children 12-15.
12.30 Business Daily. Financial and business news service.

GRANADA
1.30-1.45 News.
1.45-2.00 News and weather.
2.00-2.15 News and weather.

The heeded cry

Like many of us, Jean Vanier, ex-Naval officer, must have heard the chiming at midnight. But it was something else he heard, a "primal cry" that launched him on the humanitarian road...

RADIO CHOICE

COUNTRY LIFE
Landscape of Tomorrow
At his Eaton estate in Cheshire, the Duke of Westminster is setting the pace for progressive farming.

Radio 1
Radio 2
Radio 3
Radio 4
LW (long wave) (s) Stereo on VHF

Radio 4
American pianist and writer Charles Rosen (R3, 7.05pm)
LW (long wave) (s) Stereo on VHF

LOW
an...
rise
blame
he word

Vertical text on the right edge of the page, including 'Mekthan al-amey' and other fragments.



Executive Editor
David Brewerton

STOCK MARKET

FT 30 Share
1435.0 (+1.3)
FT-SE 100
1810.4 (+5.1)

Bargains
23487 (24173)

USM (Datastream)
144.14 (+0.71)

THE POUND

US dollar
1.8430 (-0.0085)

W German mark
3.1147 (-0.0097)

Trade-weighted
77.5 (-0.2)

Exchange support for dollar

By Rodney Lord
Economics Editor

Attention switched back from sterling to the dollar in foreign exchange markets yesterday. Optimism about today's US trade figures supported the American currency, and despite weakening in later trading it closed in London up 0.27 pence against the mark at DM1.69.

Dealers are hoping for a smaller trade deficit than the \$12.4 billion (£6.72 billion) recorded for January. But the higher than expected rise in retail sales of 0.8 per cent in March, announced yesterday, cooled enthusiasm for the currency.

The pound closed down 0.85 cents at \$1.8430 and 0.79 pence at DM3.1155.

Matthews cut

Mr Bernard Matthews, chairman of the turkey and red meat producer company, had his salary cut by £44,395 last year, Mr Matthews received £263,829, compared with £308,224 in the previous year. He is paid on a formula geared to profits, which were lower at £14 million.

Bentalls rises

Bentalls, which is planning a £130 million redevelopment of its store in Kingston upon Thames in conjunction with Norwich Union, yesterday reported a profit before tax of £4.8 million for last year, up 26 per cent. Earnings a share rose 28 per cent to 7.12p.

SUMMARY

STOCK MARKETS

Table with columns for Stock Market, Dow Jones, Nikkei Average, Hang Seng, etc.

MAIN PRICE CHANGES

Table listing price changes for various stocks like Rowntree, RHM, AG Stanley, etc.

INTEREST RATES

Table listing interest rates for London Bank Base, 3-month Treasury Bills, etc.

CURRENCIES

Table listing exchange rates for London, New York, DM, etc.

GOLD

Table listing gold prices for London, New York, etc.

NORTH SEA OIL

Table listing oil prices for Brent, WTI, etc.

Suchard raid on Rowntree

Swiss spend £160m in lifting stake to 14.9%

By Cliff Feltham

Rowntree, the Kit Kat and Aero confectionery group, was faced with the threat of a full-scale takeover bid last night after Jacobs Suchard, the Swiss chocolate group, launched a "dawn raid" aimed at acquiring 25 per cent of the company.

Suchard took its stake to 14.9 per cent in a 60-minute buying spree, costing more than £160 million and said it intended to return as soon as possible to increase the holding to 25 per cent. But it said it had no intention of launching a full bid unless a rival appeared first.

The Swiss group, best known for its Toblerone chocolate, acquired its stake at prices up to 630p - the maximum price level it has set on further purchases.

Rowntree shares soared from an overnight 477p to close at 626p, a gain of 149p, valuing the business at more than £1.3 billion.

The pre-emptive strike by Suchard was immediately condemned by Rowntree, which described the action as "unwelcome" and said the price was "wholly inadequate" for a company with its range of internationally-known brands.

"We regard this move by Suchard as very unwelcome and very hostile and we would certainly fight a full-scale bid," said Mr Nicholas Nightingale, a Rowntree director.

Suchard, capitalized at £1.6 billion, had discreetly built up a 2.7 per cent holding in Rowntree last month before advising salesmen at Warburg Securities to launch yesterday's dawn raid.

A spokesman for the company said: "The acquisition of

Sweeter side of history

1725: Henry Tuke, a Quaker, opened grocer's shop in Warrington, York.
1882: Henry Rowntree bought the cocoa and chocolate side of business.
1884: Rowntree's Fruit Pastilles introduced.
1890: John Mackintosh created his Mackintosh's Toffee.
1893: Rowntree's Fruit Gums launched.
1933: Rowntree launches Black Magic.
1938: Mackintosh launches Quality Street.
1947: Rowntree launches Smarties.
1948: Rowntree launches Polo Mints.
1962: Mackintosh buys Fox's Glacier Mints.
1968: Merger of Rowntree and John Mackintosh.
1976: Yorkie launched.

week's time to top up its holding.

In a hard-hitting response, Mr Kenneth Dixon, the Rowntree chairman, said the board believed the price paid for the shares was "wholly inadequate for the obtaining of a major stake in the group."

He said: "Rowntree, the largest confectionery business in the UK, has one of the best portfolios of brand names of any confectionery company to the world."

Comment, page 25

Supermarket group denies talk of rights issue



Confident: Ian MacLaurin, the Tesco chairman, yesterday (Photograph: James Morgan)

Profits climb 31% at Tesco

By Carol Ferguson

Tesco, the supermarket chain, has denied market rumours that it was planning a rights issue after revealing preliminary results at the higher end of analysts' forecasts.

Pretax profits were up 31 per cent, at £230 million, and Mr Ian MacLaurin, the chairman of Tesco, said that fresh food, especially fruit and vegetables and meat, had done outstandingly well. "There is no rights issue, and we have our funding in place," he said.

Fully diluted earnings per share rose 20 per cent to 9.66p, excluding property profits, and a dividend of 2.85p net was declared. The directors

Tempus 24
City Diary 25

are proposing to allow shareholders to take their dividends in shares rather than cash. The total dividend cost is £42 million.

Sales for the 52 weeks to February 27 rose to £4.1 million, a 16.8 per cent increase on last year after adjusting for last year's 53rd week. Price inflation was 3 per cent, leaving a volume gain of 14 per cent; 4 per cent from existing stores and 10 per cent from new stores, including Hilliards, the grocery chain acquired last May.

The profit contribution from Hilliards for the 41 weeks since acquisition was £13 million. Had Hilliards been included for the full year, it would have contributed £16 million, equivalent to 7 per cent like-for-like growth. This is better than Hilliards' own profit forecast of £15 million, made when it was defending itself against Tesco's advances.

Mr MacLaurin said Tesco had launched 850 new own-label products last year, and that the range would be further extended this year by 700 or 800 new lines.

A series of "composite" warehouses, he added, will come on stream, at the end of this year and the beginning of next, supplying frozen, chilled and ambient goods. This will enable a single lorry to deliver the full range of fresh foods, offering 24-hour replenishment, while cutting down on the number of deliveries and reducing the number of half-loads. Tesco estimates the cost saving to be £10 million (0.25 per cent of sales).

Tesco's net margins rose from 5 per cent to 5.9 per cent. "It is difficult to know where the limit on margins is, or even if there will be one," Mr MacLaurin said.

G10 ministers to review world monetary system

From Bailey Morris, Washington

European ministers will attempt to launch a comprehensive review of the international monetary system at a meeting today of the Group of 10 industrialized nations, officials said.

The ministers are expected to propose that the G10 nations launch a new study of the system before the annual meetings of the World Bank and the International Monetary Fund in September.

The decision to press for broader exchange rate reforms, similar to those proposed earlier by M Michel Balladur, the French Finance Minister, was disclosed as ministers of the seven main currency nations met to discuss the success of their co-ordinated approach to economic policies adopted last December.

Ministers of the Group of Seven nations are expected to reaffirm the December policies and to adopt an index of leading commodities, to aid decisions on exchange and inflation rates. But it was unclear whether gold would be included in the index.

Both European ministers and US officials said that they would combine to put concerted pressure on the newly industrialized Asian nations to revalue their currencies and open their markets to reduce their growing surpluses with the West.

Mr Onno Ruding, the Netherlands Finance Minister, who chairs the IMF's interim committee, said yesterday that there was no support at these meetings for new schemes on debt or exchange rates.

He added that there was no support either for the launching of a general international conference on monetary reform. The US Administration has not indicated any support for a new review or fine tuning.

On the debt issue, the ministers said that they would concentrate on middle income countries which continue to experience weak growth and high interest payments despite the adoption of stringent austerity programmes.

Mr Nigel Lawson, the Chancellor, also planned to renew his appeal for interest rate relief for the poorest nations in sub-Saharan Africa.

The lack of urgency over debt and exchange rate policies indicates that ministers are interested in proposing only minor changes to current policies.

Mr Barber Conable, the president of the World Bank, said that the new agency launched at these meetings, the Multilateral Investment Guarantee Agency (MIGA) would study the Japanese proposal to insure commercial bank loans to developing countries, with the aim of channelling more finance to them.

Solicitor tells police about drafting of Guinness letter

By Lawrence Lever

Mr Anthony Salz, the partner in Freshfields the solicitors and member of the Guinness "war cabinet" during the bid for Distillers, has voluntarily given a statement to the Fraud Squad officers investigating the Guinness affair.

Mr Salz is believed to have told the Fraud Squad about a letter he drafted in connection with the purchase of 10.6 million Distillers shares the day before Guinness took control of the Scottish drinks group. The shares were purchased by a Swiss company which assented them to the Guinness bid.

The Takeover Panel is also believed to have assisted the police enquiries into the share purchase. However, a spokesman for the Panel declined to comment yesterday.

Last week - Mr David

£3m King's Cross escalators contract

APV net earnings fall flat

By Colin Campbell

A year of rationalizations, which involved an £11.3 million extraordinary provision and a higher-than-expected tax charge, left APV, the food and beverage processing equipment manufacturer, with flat net earnings in the year ended December.

The group, which merged with Baker Perkins in March 1987 and later took over Pasilac, the Danish dairy equipment group, managed a 69 per cent rise in turnover to £704 million and a 48 per cent pretax profit advance to £40.7 million.

But, at the net level, earnings a share turned out at

10.3p compared with 10.5p and yesterday's stock market reaction was a 13p fall to the share price to 108p.

APV is, however, raising the year's total dividend from 3.8p to 4.2p a share and Sir Ronald McIntosh, the chairman, said that the outlook was encouraging.

APV gives no profit breakdown for its individual divisions, but admitted that it had lowered its March 1987 bid price for Baker Perkins by £30 million because pre-

viously ambitious profit forecasts in the market were not realized.

The company turned in a loss rather than an expected profit, though Baker Perkins had traded in profit since falling under the APV umbrella.

Sir Ronald added that APV, drawing on its experience in mechanical handling equipment for breweries, had recently won an order for three heavy duty escalators, costing £1 million each, to replace those destroyed in the King's Cross underground fire. This breakthrough could open up new possibilities

in this country. He struck out on his own, building up over two years lists to order for clients.

At that time, the potential for targeting various groups of consumers more closely became apparent - "segmentation," in the industry jargon - and demand from advertisers grew.

Dudley Jenkins moved further into the broking business, trading lists of specialized groups of consumers.

Proceeds of the flotation will be used to expand into other areas of marketing, while winning a bigger share of the group's existing market.

Mr Bahcheli will not be eschewing the techniques of the direct mail industry in floating his company. All clients, both actual and prospective, can expect a copy of the prospectus soon - to join the mail shots already waiting on their doorsteps.

McMahon attacks tax regime

By Richard Thomson
Banking Correspondent

Sir Kit McMahon, chairman of Midland Bank, yesterday criticized British and US tax authorities for not giving banks bigger tax concession on bad debt provision.

This had greatly contributed to the need for last year's £3.5 billion in extra provisions by British banks.

This is the first time a senior British banker has publicly blamed the tax system for the big increase in provisions. The banks are negotiating with the Inland Revenue over how much relief they will be given.

Sir Kit told the Lombard Association of international bankers that Continental banks had already made provisions of 50 per cent or more because they had been given full and immediate tax relief on the provisions each year.

Had British and US authorities offered the same incentives, their banks would probably have been better cushioned against bad debts.

Who knows all the golfers in Sweden?

By Martha Walker

There are 148,000 golfers in Sweden. If you did not know that, take comfort. Neither did Mr Tylan Bahcheli until two days ago, when his company was asked to draw up a list of them for a client.

If pressed, he will also give you the names and addresses of all the dentists in Israel - another recent commission.

His London group, Dudley Jenkins, acts as a broker, supplying lists to advertisers in Britain and abroad for direct mail shots. Lists are rented mainly from third parties such as traders or publishers, with Mr Bahcheli's company acting as middleman and taking a percentage.

Now he is bringing Dudley Jenkins to the USM by means of a placing of 20.21

per cent of the equity through stock-brokers Henry Cooke, Lumsden.

At the placing price of 85p, the company is valued at £3.7 million. Forecast profits for the current financial year to end-April of at least £400,000 would give a prospective price/earnings multiple of 13.1, after an estimated tax charge of 39.25 per cent.

Mr Bahcheli points out that direct mail is the third largest advertising market, after television and the national papers, in the country.

"Literally anything can be sold through direct mail these days. Even Sotheby's sells fine art," he said.

Mr Bahcheli, who was born in Cyprus, founded the company in 1971. He had previously worked for a direct mailing house and quickly realized the primitive nature, as it was then, of the industry in

Advertisement for Le Meridien Hotel in Piccadilly, featuring a cobbler and text: 'Where do the well heeled get well shod? One doesn't have to tread far to find the family firm of bespoke hunting boot and shoemakers, Foster & Son, 83 Jermyn Street SW1 (a few hundred paces from Piccadilly at a stretch). The fine tradition built up during almost 150 years of crafting made-to-measure shoes, is still continued by the Founder's great-grandson. There are very few places left on the map where their shoes have not trod. Although the oldest shoemaker in town, they keep quiet about it in an English sort of way. No less made-to-measure is Le Meridien Hotel in Piccadilly. Fittingly comfortable, elegant, devoted to the details of service. It'll suit you down to the ground. But hush. Not a squeak to a sole.'

Vertical sidebar with various small advertisements and notices, including 'MP crisis', 'freedom', 'sketch', 'MANCHESTER', 'LIGHTING-UP TIME', 'YESTERDAY', 'TODAY'.

BUSINESS ROUNDUP

Hornby profits treble to £1.83m before tax

A swing back to traditional toys helped Hornby to treble pretax profits to £1.83 million in 1987 with its model train sets and Scalectric slot-car racing both doing especially well during the important Christmas period.

Turnover grew by 41 per cent to £20.1 million. The company, which joined the USM in December 1986, says orders during the first quarter of this year were ahead of 1987. Earnings per share grew from 10.4p to 13.8p. Hornby, which pays a single annual dividend because of the seasonal nature of its business, is making a final payment of 4p.

Figures leap at Juliana's

Pretax profits at Juliana's Holdings, the discount operator, rose 88 per cent in the year to the end of December to £1.43 million on turnover 13 per cent higher at £9.45 million. The company is looking for acquisitions to complement the core businesses. Earnings per share were up 84 per cent to 5.2p and the total dividend rises to 2.85p from 2.5p.

Profits at SPP drop to £2m

Higher interest costs pushed pretax profits at SPP, the pump manufacturer and distributor, from £2.8 million to £2 million in the year to end-December. SPP says gearing would have been much lower (about 34 per cent) if its Reading site had been sold before year-end. A final dividend of 3.5p, maintaining the overall payout at 5.25p, will be paid.

Tudor up to £486,000

Tudor, the former United Ceramic Distributors, boosted pretax profits by 47 per cent in 1987, to £486,000 from £330,000, after a year of buoyant conditions in both the building industry and the retail market. Shareholders of the USM-quoted distributor of wall and floor tiles and manufacturer of crystal glassware will receive a final dividend of 3.5p, increasing the year's total by 1p to 5p.

Mr Philip Battin, the chairman, said the first quarter of 1988 had continued to match the sales growth experienced last year, and the group was set for another record year. But the falling dollar did have an adverse effect on the Tudor Crystal glassware side last year, he added.

Staley's offer reaction soon

The directors of Staley Continental, the second largest corn refiner in the US, will announce their reaction to the \$32-a-share bid from Tate & Lyle on or before next Thursday. The board is still reviewing the \$1.3 billion (£709 million) offer and urges its shareholders to postpone their decisions until the board makes a recommendation.

Remy raises liqueur bid

Remy Martin et Cie, the French cognac house, has raised its offer for the entire capital of Benedictine SA, the liqueur maker, to £7,000 (£661.54) per share. Remy's latest offer tops its previous bid of £6,200 per share for 60 per cent of the capital, and the offer by Martini e Rossi, the Italian drinks group, at £6,550 francs for the entire capital.

Evered buys quarries

Evered Holdings, the building products to engineering group, is adding to its United States quarrying interests with the \$8.25 million (£4.47 million) purchase of Mid-State Construction and Materials of Little Rock, Arkansas. Last year Mid-State, on sales of \$10.8 million, notched up pretax profits of \$1.1 million. The assets being bought had a book value at end-December of \$5.3 million, including cash of \$2.35 million.

Mid-State operates from seven locations in Arkansas, which comprise five stone quarries and four asphalt plants. Evered already owns Rockville Crushed Stone on the east coast of the US, acquired with the London and Northern Group last year.

A Part-time MBA at London Business School

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LONDON BUSINESS SCHOOL

ROCKWARE

1987 Preliminary Results

"An excellent year"

- Profits before tax significantly up from *£4.7m to £9.2m.
- Earnings per Ordinary Share 7.0p against *5.7p in 1986.
- Sales increased by 12% to £161.5m (*1986 £144.4m).
- Balance sheet transformed.
- Dividend doubled.
- Overall improvements on 1986 in traditional operations and from acquisitions made.
- 34.5% of sales from non-glass businesses.
- Repayment of outstanding £3m Debenture to be completed this year.

"On the evidence of our progress in 1987, I believe the way ahead looks as positive and auspicious as it is challenging".

Sir Peter Parker, Chairman

Summary of Results

	1987	*1986
Sales	£161.5m	£144.4m
Profit before taxation	£9.2m	£4.7m
Earnings per Ordinary Share	7.0p	5.7p

* Restated on merger accounting basis

ROCKWARE GROUP plc

Copies of the 1987 Annual Report & Accounts may be obtained from The Secretary, Rockware Group plc, Cliftonville House, Bedford Road, Northampton NN4 0PX.

TEMPUS

Tesco stocks up for capital growth

Tesco's ambitious expansion programme is coming through the checkout in a very satisfactory fashion. Set against inflation, rose 14 per cent, 10 per cent of which was attributable to new stores, including 7 per cent from recently acquired Hillards. The other 4 per cent was due to increased turnover in existing stores.

But capital-hungry projects need to be financed, giving rise to speculation, hastily denied by Tesco, that a rights issue could be in the offing.

This year, capital projects will gobble up £450 million, £50 million more than last year. About £330 million of this will go towards 16 new stores. The balance will fund further computerization of operations, the introduction of Epos (electronic point of sale) in 30 more stores, and the new "composite" warehouses.

To fund its cash needs, Tesco has borrowed, or arranged facilities for, £462 million in the past 12 months, including a £112 million convertible Eurobond. By the end of next year gearing will have risen to 40 per cent, compared with 29 per cent now.

In 1989 and beyond, however, Tesco expects to see its capital requirements fall to the level required for new stores. By then, it may also be thinking more seriously about

diversification, primarily into non-food retailing in Britain, or food retailing to the US, although presumably, any acquisitions could be paid for with shares.

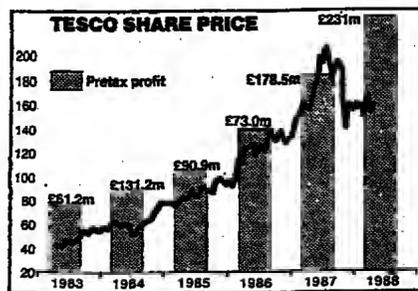
Meanwhile, yesterday's decision to allow shareholders to opt for payment of their dividend in shares rather than cash could save up to £42 million in cash flows. Every little bit helps.

Even if gearing is rising, the other financial ratios look good. Return on capital has risen to a little under 25 per cent, while the net margin is 5.9 per cent. However, it will be hard to push up net margins further as interest costs rise, offset by the superstores which have 10 per cent more turnover per square foot and a bigger proportion of fresh food.

Nevertheless, pretax profits should rise to £275 million this year. The prospective multiple is 13.8, and the shares have long-term attractions.

APV

APV, which made more than customers sit up and take notice when deciding to polish up its image by using (respectable) nudies in an advertising campaign, now finds itself faked on the net earnings front in



reporting results for the year ended December.

After a year, during which it took over Baker Perkins and Pacific, comparisons look good at every level, save one. Turnover was 69 per cent higher at £704 million, pretax profits rose from £27.5 million to £40.7 million and the return on capital advanced from 25.9 to 32.1 per cent.

The year's dividend is 11 per cent higher, but net earnings turn out at 10.3p a share, compared with 10.5p previously, after adjustment for the five way share split.

The balance sheet, which will undoubtedly show some hefty provisions associated with a year of rationalization, has yet to be published, so the

17.6 per cent and only 7.3 per cent in 1985. But interest cover is high and the pace of organic growth this year, helped by asset disposal, should see gearing down to the 50 per cent level before long.

Improved operating efficiencies should flow from the reduced number of factory sites - 57 in mid-1987, down to 39 by January and expected to fall to 33 by mid-1988 - and new markets are being won across the world.

Profits could hit the £50 million mark this year and net earnings show a rise to 11.5p a share. The rating is 9.8 times.

RMC Group

RMC Group has come a long way since it went public in 1962 when sales were £9 million, pretax profits were £0.7 million and net assets employed £4 million.

And 26 years later it has not yet run out of steam. The strength of the domestic building market clearly helped profits last year, but even in West Germany, where demand was far from buoyant, profits moved ahead strongly.

This says much for the group's ability to shape its overhead structure according to local conditions.

But it may be some time before RMC has to tighten its

belt at home, given the unprecedented strength of the market in the first quarter. Volumes should remain firm and are being followed with useful price increases. In West Germany, however, the outlook is unlikely to improve much, while the US remains competitive.

Even though this year's US profits will be helped by the inclusion of the Lone Star businesses acquired at the year-end, RMC will otherwise have to rely on operational efficiencies to move profits ahead.

Britain remains RMC's most important market, accounting for 55 per cent of operating profits.

Longer-term there is scope to increase the penetration of ready-mixed in the construction industry. In the US, 72 per cent of cement is used in the ready-mixed industry while in Britain it is only 45 per cent.

Profits from property disposals increased by £2 million to £5 million last year, but were offset by a £2.1 million shortfall from currencies.

The group's ability to reduce capacity if demand suddenly dries up makes it a particularly attractive investment in today's markets. The shares have further to go on 1988 pretax profit forecasts of about £180 million.

STOCK MARKET

G7 talks dampen bid excitement

Bid fever swept through the London stock market yesterday following the news of Suchard's dawn raid on Rowntree. But this was not enough to hold the attention of investors, who were keeping a wary eye on the G7 talks in Washington.

Once again, prices closed below their best levels of the day as Wall Street opened lower in resumed trading after a disappointing set of US retail sales that pointed to an increase in imported goods. The market also remained wary ahead of today's US trade figures which are expected to show a deficit of about \$12 billion (£6.5 billion).

By the close of business, a total of 514 million shares had been traded - slightly above this week's depressing levels - but this had been artificially inflated by the activity in Rowntree.

The FT-SE 100 closed below its best levels with a rise of 3.1 points at 1,810.4, having been 11.3 higher. The narrower FT index of 30 shares gained 1.3 points at 1,435.0.

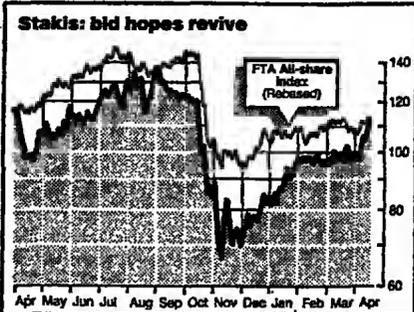
Government securities scored gains of 1/4 in a thin market.

Stakis, the Glasgow hotels, restaurants, casinos and financial services group, returned to prominence, touching 115p before closing 12p better at 114p as buyers chased the shares higher on talk of a bid of 135p per share from a mystery suitor.

This year, there was talk that Scottish & Newcastle Breweries, which owns a 6 per cent stake in Stakis, was ready to bid for the rest, hoping to fend off the unwelcome investors of two antipodean ventures, Sir Ron Brierley and Mr John Elliott of Elders IXL.

Dealers now claim that S&N may be ready to pounce and are warning clients not to be short of the stock.

Speculation intensified after hours when word went round



the market that Land Leisure, the hotel and leisure group headed by Mr Peter de Savary, was also lining up an offer for Stakis.

There has been plenty of trading in the shares between market-makers in recent weeks in the run-up to the interim results next month. One dealer was at pains to point out that with more than 30 per cent of the shares in

Barton Group touched 256p before closing 5p dearer at 252p. Sir Ralph Halpern, the chairman, addressed 50 analysts and fund managers last night at a seminar arranged by Barton's own broker. Clearly, hopes were high that Sir Ralph would have some good news for them.

Safe hands, any offer for Stakis would have to be generous and in excess of the talked of level of 135p per share.

The dawn raid by Jacobs Suchard, the Swiss coffee and confectionery group, on Rowntree, the Aero, Kit Kat and Rolo chocolate group, whetted investors' appetites for the rest of the food sector. There are already a number of bid targets in the sector where sizeable share stakes have been built up.

expectations and reflected the group's continued progress and the successful integration of Hillards.

He forecasts £265 million before tax for the current year and believes that the shares fully deserve their premium rating.

Time Products, the manufacturer of Sekonda watches, attracted speculative support and closed 13p higher at 179p.

This rise coincided with Warburg Securities becoming the company's broker. Hopes are high that some lucrative deals will follow. The group has about £17 million in cash in its pocket and is said to be on the verge of further expansion.

In July, TP bought Piaget and Baume & Mercier, the luxury watch distributor and the company is said to be interested in adding other branded luxury goods.

Shares of AG Stanley, the owner of the FADS home furnishing stores, soared by 24p to 228p. Speculation surrounding Williams Hold-

ings' 25 per cent stake in the company prompted the rise with some dealers of the opinion that Mr Nigel Rudd, Williams' chairman, is ready to sell his interest to a bidder. "Rubbish," replied one dealer, who suggested that it was more likely that Williams

will soon launch a bid for full control itself and that Mr Rudd will develop Stanley as its retailing arm.

Owners Abroad, a perennial takeover favourite and Britain's fourth largest travel company, showed signs of renewed life, closing 2p higher at 86.5p. Speculators have been nibbling away at the shares in the hope that Bass, the brewer

which has Horizon Travel under its umbrella, is looking to expand its travel interests.

Mr John Ferriday and Mr Richard Smith, who control Paragon, the charter airline and the quoted Eagle Trust, the Midlands mini-conglomerate, are said to be willing sellers of their 15 per cent stake in Owners Abroad.

Acra, a new, independent oil company, created out of a merger between Century Power & Light and SHV's Dyas, the Dutch group, started life on the main board by way of an introduction. Opening at 185p, the shares improved to 189p before closing at 188p.

GEC continued to respond to this week's bullish circular from Kleinwort Greaveson, the broker, firming by 1p to 150p. Greaveson rates the shares as a buy and claims that the stock has been oversold. Mr Chris Tucker, an analyst at Kleinwort, says that the shares represent good value for money.

Michael Clark and Geoffrey Foster

Power auditor named

The 12 electricity distribution boards have appointed Price Waterhouse as consultants for privatization. The team will be led by Mr Howard Hyman, the director of privatization services.

The accountancy firm will advise on regulation, contracts between the boards and the electricity generators, the establishment of the trans-

mission company, and accounting and tax.

The company was consultant to the Electricity Council in the first phase of privatization planning and already advises the Midlands Electricity Board.

Coopers & Lybrand has been appointed by the Government to carry out a feasibility study on privatizing British Technology Group.

BANK OF WALES BASE RATE

Bank of Wales announces that its Base Rate has been decreased from 8.5% to 8% with effect from 11th April 1988.



Bank of Wales PLC
Head Office: 114-116 St. Mary Street, Cardiff, CF1 1XJ.
A member of Bank of Scotland Group.



PRELIMINARY ANNOUNCEMENT

Year ended 31st December 1987

Financial Highlights	1987	1986
	£m	£m
Turnover	1,788.7	1,633.5
Operating Profit	155.3	115.3
Profit before Taxation	150.7	108.5
Earnings per share	42.1p	30.5p

Proposed Final dividend of 7.5p (1986 6.25p) making an increase for the year of 25%.

The 1987 Annual Report will be posted to shareholders on 9th May 1988. To reserve a copy, telephone 01-890 1313.

RMC Group p.l.c.

RMC House, High Street, Feltham, Middlesex TW13 4HA

Operating internationally in Austria, Belgium, France, Holland, Israel, Republic of Ireland, Spain, United Kingdom, USA and West Germany.

هكز من الشهر

Smiths Industries takes off to £41.6m at half time

By Colin Campbell

Smiths Industries, which has been transformed from a watch and clock company into a diversified aerospace and medical group, is re-emphasizing its confidence that this financial year will be another one of growth for both profits and net earnings.

It yesterday disclosed pretax profits of £41.6 million for the 26 weeks ended January 30 compared with £26.6 million, a 56.4 per cent increase.

Turnover was £307.6 million compared with £197.6 million, an increase partly helped by recent acquisitions.

The group is raising its interim dividend from 2p to 2.25p a share.

Turnover and pretax profit

would have been £18 million and £1.8 million higher, respectively, had results of overseas companies been converted at the exchange rates ruling at the beginning of the financial year.

All operating groups contributed to the higher results. Britain, still dominating the profits table, brought in £21.2 million at the trading level compared with £18.4 million, and the United States £4.1 million compared with £1.1 million — the increase reflecting the Lear Siegler deal, now renamed SLI.

Results of individual divisions show aerospace and defence brought in £22.4 million (£11.7 million); medical

systems £8.5 million (£7.9 million), and industrial interests £6.1 million (£4.2 million).

Included in the aerospace and defence sector are sales of £101 million and trading profits of £9.4 million relating to SLI.

Order books in the division are strong which underpins the longer term prospects, the group said.

There was resumed growth in medical systems in North America where profits in dollar terms matched the 13 per cent increase achieved in Britain and elsewhere.

Last year's second half improvement in industrial activities has been maintained, the board adds.

Net earnings turn out at 9.6p a share compared with 7.9p a share previously.

The shares closed 2p down at 254p.

Smiths has recently decided to sell its Australian activities other than those connected with aerospace and medical systems.

Completion of the sale is imminent, and net proceeds of more than Aus\$40 million are expected.

A feature of the interim report is the rise from £1.37 million to £3.52 million in interest received. This reflects the continued rise in group cash balances now probably at £70 million.

CBI warns of currency threat

By Derek Harris
Industrial Editor

The Confederation of British Industry has given a warning that exporters' profits are being threatened by currency fluctuations. In the longer term, investment would be hit. Companies were holding their export prices by accepting cuts in profit margins.

Predictability of exchange rates at competitive levels was crucial for business, Mr John Banham, the CBI's director general, said.

He was speaking after the CBI's monthly council meeting endorsing CBI policy on the currencies controversy which has blown up since sterling was allowed to rise against key currencies.

Mr Banham made clear that the CBI, in line with the Government, believed containment of inflation was still the first priority for the health of the British economy. The CBI was looking only for a reasonable amount of currency stability.

"To call for absolute stability is unrealistic. Currency movements over a period of time, bringing adjustments of 3 to 4 per cent, are inevitable in markets in some turmoil but that percentage in as many weeks is very difficult indeed for manufacturing industry to accommodate."

There was no question of the business community looking for a devalued currency to accommodate inflationary wage settlements, he said.

"But a successful economy has to come first. An overvalued currency can have an opposite effect with respect to inflation and in the long run to jobs," he said.

COMMENT David Brewerton No sweet talking for chocolate soldiers

Sweet talk will be out between Rowntree and Jacobs Suchard after the impolite dawn raid, at least for the time being. Rowntree will not have been surprised by the Suchard action, for the Swiss chocolate makers have been pussyfooting around the Smarties of York for several years, and were probably the beneficial owner of the shares, held through Swiss banks, which Rowntree threatened to disenfranchise a few years ago.

Even the raid's timing was predictable, coming only days after Suchard set the wheels in motion for a rights issue which will raise enough to allow the purchase of the full 25 per cent stake it seeks.

But Rowntree was finding a little light relief on a worrying day in the fact that those investors who so easily gave Suchard its 15 per cent will live to rue the day. All history has demonstrated that those who sell in dawn raids collect less than those who hold on. If there is a full bid for Rowntree, which is highly likely in time, despite the undertaking by Suchard to stop at 25 per cent for a year, it will have to be at a significantly higher price than the 630p at which yesterday's men sold out.

And if the Suchard threat puts a chocolate rocket under Rowntree's performance, then the current price is modest even on trading grounds.

Suchard, itself the product of various

cross-frontier mergers, is one of the front runners in the 1992 club which looks certain to produce a rush of truly European companies of a size which can be attained only by takeover. Klaus Jacobs, the Suchard chairman, may be located outside the EEC in ever-neutral Switzerland, but his marketing ambitions lie firmly within it. Suchard has some premier brands, but nothing to approach the worldwide impact of Kit Kat or Smarties, and if a combined group could be loosed on the confectionery markets of Europe while Cadbury is obsessed with its own independence, there would be some sweet pickings indeed.

Beyond Europe, there are opportunities in the Far East and the United States, and both M Jacobs and Rowntree chairman Kenneth Dixon recognize that the biggest markets are the most promising, and that corporate bulk is needed to conquer them.

The problem for Suchard, however, is that Rowntree really has more to bring to the party than Suchard. Its brands are more widespread, its products have personality rather than commodity status and it is hard to argue with Rowntree's statement that it does not need Suchard. That does not mean, however, that there would not be benefits, perhaps enormous benefits, in a link between the two groups. In the global brands business, size counts.

European look is needed

European stock markets still have much to do in reform and marketing if they are to achieve the levels of business in the world's two top stock markets. In 1987, the eight leading centres in the European Community (including all Germany's exchanges) accounted for only 14.9 per cent of the estimated \$4,476 billion turnover of the world's 16 leading stock markets.

By contrast, an analysis in the monthly *Morgan Stanley Capital International Perspective* shows that turnover of stocks in the first section of the Tokyo stock exchange accounted for 38 per cent of the total.

The big board stocks of the New York exchange, now lagging behind Tokyo in value, were still ahead in turnover with 42 per cent of the total.

London's Big Bang and kinder stamp duty regime, far from ushering in a dash for growth, were vital to stem the City's relative decline. This, at least, has been successfully accomplished.

In 1987, turnover on the London stock exchange (though comfortably Europe's highest) was just 6.1 per cent of the world total, marginally lower than London's share 10 years before. But, in the meantime, London had slipped down to 3.75 per cent in 1983

and had only recovered to 4.5 per cent just before Big Bang, when London had temporarily been overtaken by the combined German exchanges.

Apart from Germany, turnover as a percentage of market capitalization is also lower in London and other European exchanges than in Tokyo — and much lower than on the New York stock exchange.

That is partly because London quotes far more smaller companies but is still surprising when compared with Japan, where so much of the capital is tied up in permanent interlocking shareholdings and takeover activity is rare.

European exchanges have been held back by restrictive practices, fragmentation and relative lack of interest from private investors. State ownership has also kept many of Europe's top world-scale companies out of the stock market arena. Widespread privatization is changing some of that.

But the stock exchanges have as big an opportunity in the breakdown of internal Community barriers from 1992 as any industry. London, in particular, needs to become a trading centre for all the leading European shares.

RMC profits rise 39% to £150.7m

By Alexandra Jackson

Mr John Camden, the chairman of RMC Group, yesterday denied speculation that the building materials company was considering selling its do-it-yourself retailing operation, Great Mills. "It is not for sale," he said.

An improved performance from Great Mills contributed to the 39 per cent increase in group pretax profits for 1987 to £150.7 million and the 38 per cent rise in earnings per share.

Group sales advanced from £1.6 billion to £1.8 billion. A final dividend of 7.5p was declared, making a total of 11p for the year, up 26 per cent.

Mr Camden said he was pleased with the results. "The first quarter has been very strong indeed. This must have something to do with the mild weather," he explained.

In Britain, where RMC has interests in builders' merchandising, theme parks, security alarms and waste disposal, as well as cement and aggregates, operating profits increased from £61.7 million to £85.8 million.

Ready-mixed concrete volumes rose more than 10 per

cent last year although prices remained level. The group managed at least to maintain margins by buying cement more cheaply after the break-up of the price cartel last year.

British aggregates volumes were up by nearly 10 per cent while prices rose by 2.5 per cent. Price rises of between 5 and 10 per cent are expected due to strong demand.

West German profits increased from £19.8 million to £26.4 million, despite a difficult market. Other European countries performed well, accounting for most of the improvement in overseas profits from £33.8 million to £43.1 million as the US market remained competitive.

Currency movements reduced after-tax profits by £2.1 million. Profits on property disposals were £5 million against £3 million in 1986.

The balance sheet was strong, showing a gearing ratio of 13.2 per cent. The group continues to look for medium-sized acquisitions to strengthen its existing portfolio. The shares, which have been strong recently, fell 2p to 481p.

Tempus, page 24



No sale: John Camden of RMC (Photograph: John Manning)

Suspension is upheld

By Alison Eadie

The ruling council of Lloyd's insurance market has upheld the suspension imposed by a disciplinary committee on Mr David d'Ambrunil, a broker implicated in the PCW affair.

The suspension expires on July 24. It was imposed by Lloyd's in July 1986, following publication of the Department of Trade and Industry interim report on the Unimar affair, part of the PCW saga. The full report into Minic

Holdings, the former owner of the PCW agency, has yet to be published by the DTI.

Mr d'Ambrunil was found guilty of conducting insurance business in a discreditable manner, of dishonesty in certain insurance transactions and of attempting to mislead Sir Peter Green, the chairman of Lloyd's.

Mr d'Ambrunil was the chairman and chief executive of Seacope, the Lloyd's broker, which runs a lot of business through PCW syndicates.

Candover assets jump

By Graham Searjeant, Financial Editor

Candover Investments, which specializes in organizing and backing management buyouts, outperformed all quoted investment trusts last year with a 41 per cent rise in net assets to £25.4 million, or 352p per share.

The trust benefited from the flotation of Caradon and the sale of four other companies at average prices much higher than the directors' valuation in the books. Since the year end, another investment

UK Paper — has been floated, and more are expected during 1988.

Mr Roger Brooke, Candover's chief executive, said the 1987 performance showed that a portfolio of management buyouts had been an outstanding investment for institutions in the 1980s.

The trust's accounts reveal that the 1987 results were achieved despite £2 million of investment write-downs made on some investments.

Pearl Group sparkles with £48.3m

By Alison Eadie

Pearl Group, the life and general insurer in which Mr Larry Adler, the Australian entrepreneur, has a 6.46 per cent stake, made pretax profits of £48.3 million in the year to the end of December, a rise of 26.4 per cent.

The life side contributed £43.4 million, a rise of 16 per cent, and the general side swung from a loss of £4.5 million to a profit of £100,000.

The total dividend was raised by 19 per cent to 12.5p.

Pearl is maintaining its reversionary bonus on ordinary and industrial branch policies and increasing its terminal bonuses to give an increase in benefits on maturing policies of between 4 per cent and more for longer term contracts.

The stock market crash has had a limited effect on Pearl's

thinking because it bases its terminal bonuses on a five-year average. It also enjoyed a significant increase in the value of its property investments last year.

In common with other life companies, Pearl has boosted its reserves against Aids claims by £13.5 million.

On the general side the October hurricane caused gross claims of £7.3 million, which netted down to just

£625,000 after reinsurance. Pearl looks set to raise house building insurance rates by about 10 per cent.

The motor account remained disappointing with rates set to rise again by 8 per cent in July.

The reinsurance side improved from a loss of £5.2 million to a loss of £200,000 due to lower reserves against American long-tail business — long term liabilities.

Tesco's grapes of wrath

Retail food analyst Philip Dorgan, of Citicorp Scrimgeour Vickers, could be forgiven for treating himself to a stiff drink last night. It had been a hard day. For, it looks could have killed he would no longer be in the land of the living after yesterday's City analysts meeting to discuss Tesco's results. Tesco's finance director, David Reid, had apparently been breathing fire down Scrimgeour's telephone lines after learning of not wholly accurate reports that Dorgan had been advising clients to switch out of Tesco and into Sainsbury, on fears that Tesco was about to announce a £250 million rights issue. "I was recommending a switch out of Tesco, but not for that reason," Dorgan tells me. When he eventually arrived at yesterday's analysts meeting, the atmosphere was decidedly frosty. "It wasn't very pleasant," admits Dorgan. "Reid asked me if I had my tin hat and David Malpas, the managing director, didn't give me a particularly warm greeting either. But we are still on speaking terms and I did get my bottle of whisky — but it's probably been injected with something deadly." Bemoaning the fact that analysts need to be thick-skinned these days, he added: "I only cover five companies and they all hate me." But he is, by way of consolation, loved by those all-powerful fund managers. He has been voted the number one retail food analyst in all the top City surveys.

THE TIMES CITY DIARY

One for the monied ...

As if the young upwardly mobile professionals, with their job losses, pay cuts and shrunken portfolios, had not suffered enough, they are now to be the victims of National Anti-Yuppie Day. The main feature of the day, on September 10, will apparently be an outdoor rock concert in London's Docklands by the pop group Class War. It will be preceded by a 22-city tour, billed as "Rock Against the Rich", with each of the con-

certs being held in those rundown inner cities now being "gentrified" by wealthy newcomers. "The yuppies are descending on working class communities like locusts," says one of the organizers, who identifies himself only as Sean. As well as the inner city venues, a concert planned in Guildford, the heart of Surrey's stockbroker belt, has been given a special distinction. It is being dubbed "Rock Against Stockbrokers".

Inside forward

Is Sir Paul Giorlami, chairman of pharmaceutical giant Glaxo, aware, I wonder, that he could be about to give the inmates of one of Britain's

prisons cause for celebration? The company's chemical division in Northumbria is, I hear, sponsoring the second division of the local Morpeth Sunday Football League and the favourite in the final — to be played on April 24 — is Acklington Prison. So serious are the locals about the contest that one of the prison's star players, recently released after serving 12 months for burglary, has been given special permission by the Home Office to return to the jail for the day to play.

Honoured

Sir Gordon White, chairman of Hanson's American division, has not been forgotten in his home town. In July he is, I hear, to be conferred with an honorary degree in economics from the University of Hull, the city where he was born 65 years ago, and where the family printing business, Welbeckson, was based.



"Dawn Raid? Didn't she win an Oscar?"

Hoppy at the helm

Times are indeed a-changing at Harrisons & Crosfield, the plantations to chemicals and timber group. For the first time in its long history it is to have both a chairman and chief executive who have been brought in from outside the group. For David Hopkinson, legendary former chief executive of fund management group M&G, is, after a year as deputy chairman, being moved up into the chair in June. He will replace Tom Prentice, aged 68, who is staying on as president. Hopkinson will be working alongside chief executive George Paul, a director since Harrisons bought the firm he owned four years ago. Although he retired from M&G at the end of 1986, life has been far from leisurely for Hopkinson, aged 61. Known as "Hoppy", and now into his third career — his first was as a Clerk of the House of Commons before he began his City career at the age of 33 — he has also become deputy chairman of English China Clays and a director of Wolverhampton & Dudley Breweries. A committed Christian and a Church Commissioner, in his spare time he also sits on the General Synod of the Church of England and its Central Board of Finance. "They always say you work much harder when you retire and it's true," he tells me. "But Harrisons is a very exciting company and I have known it for many years." He should do — M&G owns around 9 per cent of the company.

Carol Leonard

PROFITS UP AGAIN FROM PEARL

RESULTS	1987
■ After tax profits up over 25% to	£31m
■ Earnings per share up from 13.7p to	17.2p
■ Dividends up 19% to	12.5p
■ New life premiums up 46% to	£272.4m
■ Terminal bonuses increased and reversionary bonuses maintained	

In 1987 life profits continued to show strong growth from conventional business and unit-linked contributed 88% more profit after tax than in the previous year. Short term business continued to improve with good results in Marine, aviation and transport. With overall profits up over 25%, the directors are recommending a final dividend for the year of 7.5p per share, making a total of 12.5p, an increase of 19% over 1986.

LONG TERM BUSINESS

Total premium income increased by 23.6% over the previous year. The growth arose mainly from single premiums which increased from £126.7m to £210.3m with unit-linked assurance business contributing 75% of this amount. There was also a significant increase in self-employed pension business from £5.6m to £10m which promises well for success in the personal pensions market during 1988.

SHORT TERM BUSINESS

There were excellent results in the Marine, aviation and transport account, and much reduced trading losses on reinsurance business. The overall improving trend seen in 1986 has continued, although the results are still not wholly satisfactory. The UK home service business requires further remedial action and additional measures are being introduced.

CHAIRMAN'S COMMENT

"Our life business results were again very satisfactory and general business results have improved considerably. Pearl Group has been gearing up to take full advantage of the new financial services regime. With a strong balance sheet and carefully prepared initiatives we are well placed to meet customer needs and ensure success in the future."

— Eimon Holland

Annual Reports will be available in May from Derek Underwood, Company Secretary, Pearl Group plc, High Holborn, London WC1V 7EB.

PEARL GROUP PLC

ROWTH

best at home, given the unprecedented strength of the market in the first quarter. Volumes should remain strong and are being followed by Germany, however, the US market is unlikely to be as competitive.

Even though this year's profits will be helped by the inclusion of the Lovell shares acquired at the end, RMC will continue to rely on operational efficiency to move profits ahead.

Britain remains the most important market, accounting for 55 per cent of operating profits.

Longer-term there is scope to increase the penetration of RMC's products into the construction industry. In the US, the ready-mixed concrete market in Britain is only 10 per cent.

Profits from property disposals increased by £2 million to £5 million last year, but were offset by a £1 million shortfall from currencies.

The group's ability to reduce capacity if demand declines is particularly attractive because of today's weak market. In today's market, shares have further to go. A 1988 pretax profit forecast of about £180 million.

tement

which has Horizon Travel under its umbrella, is looking to expand its travel interests.

Mr John Frenley and Richard Smith, who own Horizon, are chairmen and the success of the Horizon management team are said to be only one of the reasons for the sale to Great Mills.

Here a new initiative of property, created as a separate business, Centre Point & Light and other properties in the group will be sold to the Dutch group and an immediate cash payment of £10 million is expected. The group's 1987 pretax profit is £11.6 million.

GEC continued to report a strong performance in the first quarter. The group's operating profit for the first quarter was £11.6 million, a rise of 16 per cent on the same period last year. The group's operating profit for the first quarter was £11.6 million, a rise of 16 per cent on the same period last year.

Michael Clark
Geoffrey Foster

ouncement

December 1987

1987 1986

1,785.7 1,633.5

155.3 115.3

150.7 108.5

42.1p 30.5p

5p (1986 6.25p) making a year of 25%

up p.l.c.

EEC and Japan to monitor price of shipbuilding

(Reuters) — European Economic Community officials and Japan's Transport Ministry have agreed to set up a panel to monitor ship prices as a first step to ending the depression facing the world's shipyards, members of an EEC delegation said yesterday.

They said the EEC, Japan and South Korea, which have a combined world ship market share of more than 60 per cent, should co-operate to stop the current price war and improve conditions for shipbuilders.

"Almost every shipyard is losing money as a result of offering below-production-cost prices," said Mr Jos Loeff, deputy director general of the EEC directorate-general for External Affairs.

Mr Loeff said the two sides agreed they should start to work on the common goal of "rapid improvement in the market situations or prices", while the industry itself remains responsible for structural changes, including cuts in capacity.

Mr Loeff said the EEC is not seeking any expansion of the European shipbuilding industry, but wants to keep it a reasonable part of the economy.

European yards, which have already given up part of their shipbuilding work to Far Eastern builders, are now losing

such jobs as the construction of high-value vessels, said Mr Arie Adriaan van Rhijn, another EEC delegate.

Mr van Rhijn said prices offered by Far Eastern yards for construction of bulk carriers are still 20 to 40 per cent lower than those of European companies, which could not compete in the prices quoted for very large crude carriers, even with the help of subsidies.

"The Korean won's appreciation and labour problems, the Koreans may be interested in an orderly market," he said. The EEC will send a mission to Seoul after the Tokyo visit.

Concerning Japan's proposal to introduce commercial interest reference rates for ship financing, he said the EEC understands the stance, but that "it's a small issue when we discuss the integrated shipping and shipbuilding industries."

Asked how serious the EEC is about using tax measures against foreign competition, Mr Loeff said: "If there are no solutions by June, we'll examine ways by December. But I think we're on the right track."

The EEC said last month that it is considering a special tax on foreign-built ships using its ports, to defend its shipbuilding sector against competition from Japan and South Korea.

Istel worker investors see 180% jump in their stakes

By Derek Harris Industrial Editor

Istel, the computer services operation bought out from the Rover Group last June, has told its 930 worker shareholders that their original investments have increased in value by more than 180 per cent.

About half the Istel equity is held by its managers and workforce, a quarter by the Rover Group and the remainder by institutions.

Two-thirds of the 1,390 employees took up the option of subscription units comprising one ordinary share and one preference share priced together at £2. Ordinary shares were ruled to be for at least a medium-term holding. Worker investments ranged from £400 to £12,000.

Now the company's audi-

tors have valued each unit at £5.66, creating a market price for people leaving the company, when they have to sell their shares.

There were 900,000 units sold to the workers while another 1.2 million ordinary shares are held by about 40 managers.

Mr John Leighfield, the chairman and chief executive, said: "The valuation reflects our growth. It was a competitive and not a soft price paid for Istel because we were very much in competition with a number of large information technology companies." He and other managers had individually borrowed heavily to bring off the buyout, Mr Leighfield added.

"The objective is to build the business over the next few



Leighfield: flotation plan years and then to go to a flotation.

The flotation was originally targeted for 1991 but the company's growth in the past year has been such that Mr Leighfield believes it might

now be possible to bring it forward, possibly to 1990.

Istel is fast diversifying but in the past year 57 per cent of its £70.1 million turnover still came from its work for Rover. The Rover element grew by 4 per cent but the rest of Istel's business expanded by more than 36 per cent. It has been concentrating particularly on the financial services and health care markets.

A strict comparison financially between last year and 1986 is not possible because of the business changeover, said Mr Leighfield. But he estimates that on a like-for-like basis revenue grew by about £10 million in 1987 or 16 per cent, with the 1987 pretax profit at about £5 million. He expects similar growth this year.

Dipping a toe into commerce



Liquid assets: Bill Harper at the Stoke Newington treatment plant which is to be redeveloped (Photograph: Nick Rogers)

By Derek Harris Industrial Editor

With the privatization of the water authorities now being planned, Thames Water is taking a commercial look at its assets.

Mr Bill Harper, the managing director of Thames, Britain's largest water authority, believes that just five of its water treatment sites alone could bring in £60 million.

By next year Thames should be free of historic debt. It is looking to privatize in 18 months to two years, probably after the Government tries an initial flotation with one of the smaller authorities such as Southern Water.

Mr Harper said: "There are still legal constraints on us as a public body but our attitudes have been changing. At one time it was only when an operational site had passed out of use that we would look at it as a development area. Now we are looking at our sites as assets in the broadest sense and on how they may be best used."

But he added: "What we get out of this depends on how we develop the assets and on the planning permissions we get. A lot of the sites have amenity value — there are many stretches of water and interesting buildings — so we are very sensitive to the environmental and conservation aspects."

Prime examples are the five water treatment sites which are to be phased out when a new deep tunnel system becomes operational to move more drinking water to London consumers. The five sites are at Stoke Newington, covering 83 acres; Surbiton (64 acres); Barn Elms, Richmond (158 acres); Hornsey (31 acres); and Kempton, near the raccourse (187 acres).

Thames hopes the eventual proceeds from the disposal of the five sites will cover 25 per cent to 30 per cent of the £180 million to £200 million cost involved in the deep tunnel system and the upgrading of some plants.

At Stoke Newington a filter beds area is to be given over to residential

development. One of two reservoirs will run dry as the site ceases to be a "water factory" and the area designated for housing. Thames intends to introduce an element of "social" housing probably by involving housing associations.

A remaining reservoir will be kept for recreation purposes while a large historic pumping house, a listed building, is expected to be turned to community and commercial use. About 47 acres will be redeveloped leaving nearly half the total site as a public amenity.

Thames has a joint venture with Wimpey, the construction company, for building 458 homes at the Queen Elizabeth reservoir, Walton-on-Thames.

The authority is also capitalizing on its in-house expertise by expanding overseas consultancy, which should bring in £1 million this year, and offering specialist services on large-scale pipe-work and improving water quality in large buildings such as hospitals and prisons.

Dividend ahead as Matthew Hall slips to £15.26m

By Martin Waller

Matthew Hall, the engineering group chaired by Sir George Jefferson, the former head of British Telecom, yesterday announced expected lower profits of £15.26 million for 1987, down from £18.02 million in 1986.

Turnover dropped from £503 million to £471 million, but a same-again final dividend of 3.5p makes a total up slightly to 5.375p, from 5.25p.

The company issued a profit warning in January, blaming an unexpected loss on one US fabrication contract, a delay in recovery of contract claims and the falling US and Australian dollars.

Changing currency rates trimmed profits by £866,000. The group did benefit, however, from a substantial adjustment to its pension scheme — to the extent of £4.33 million.

A further £750,000 would be forthcoming from the same source in 1988, said Mr Donald Parvin, the chief executive.

At the trading level, mechanical and electrical engineering profits were static at

£6.70 million — against £6.66 million — after a £1.16 million pensions benefit. But healthy workloads in the division, with order books up 25 per cent over the past year, boded well for 1989 and beyond, said Mr Parvin.

The group hopes to sell all its mining and minerals operations in the next few months. They lost £704,000 after a trading profit of £904 million in 1986. Negotiations are taking place with various parties.

The design and construction division, which contributed £278 million at the trading level, up by £1.5 million in 1986, had experienced a significant increase in orders to record levels since the start of the year, Mr Parvin said.

Oil, gas and chemical businesses saw profits slide from £6.75 million to £4.90 million in 1987, despite a £3.05 million pensions contribution, as offshore workload declined.

Mr Parvin said Matthew Hall was now concentrating more on onshore work, particularly in the petrochemical and pharmaceutical industries.

HRGM holds up despite rate cuts

By Alison Eadie

Hogg Robinson & Gardner Mountain, the insurance group which emerged from the dollar wiped £1.2 million off group profits.

No final dividend is being paid, because of the change of year-end to December from March. The next dividend will be for the six months to end-June.

Profits held up better than at other Lloyd's brokers, because HRGM has about 70 per cent of its business in retail brokerage, rather than wholesale brokerage where the effect of rate-cutting has been more severe.

In Britain, the company's retail turnover rose 12.5 per cent, but its wholesale turnover fell 11 per cent.

In the US, the retail business increased its turnover by 18 per cent in dollar terms,

though only 5 per cent in sterling terms.

The fall in the value of the dollar wiped £1.2 million off group profits.

Exceptional charges of £2.5 million related to reorganization expenses, closure of a loss-making subsidiary and errors and omissions provisions.

An extraordinary charge of £5.3 million was made to cover the costs of the demerger and defence against the bid from TSB, as well as divestment and post-demerger reorganization costs.

Wembley scores £2m

Wembley, the company created this year by the merger of the GRA - Group and the Wembley stadium complex, yesterday reported pretax profits of £2.15 million for 1987 and a maiden dividend of 1.1p.

The profits compare with £118,000 earned in 1986 on a restated basis and are made up of £3.49 million from continuing activities and £1.34 million lost by subsidiaries sold during the year.

Mr Brian Wolfson reversed his unquoted Wembley Inv-

estments into GRA, formerly the Greyhound Racing Association and the owner of six dog racing tracks, becoming chairman of the merged group.

He said that first-quarter trading had shown a continuation of the 1987 improvement with results running ahead of budgets. The group was investigating various projects and acquisitions to accelerate growth of the core sports and entertainment businesses.

He added: "I hope to be announcing something soon."

ADVERTISEMENT

NOTICE OF MEETING

NOTICE IS HEREBY GIVEN that the 15TH ANNUAL GENERAL MEETING OF UNITED KINGDOM TEMPERANCE AND GENERAL PROVIDENT INSTITUTION will be held at CITY HALL, FISHERTON STREET, SALISBURY, WILTSHIRE, ON WEDNESDAY 25TH MAY 1988, at 2.00 pm to transact the following business:

- To receive the Accounts and Balance Sheet for the year ended 31st December 1987 and the Reports of the Directors and Auditors thereon
- To re-elect as Directors of the Institution the following Directors, who retire by rotation:
 - Mr Johnstone
 - Michael Melhuish
 - Paul Tapscott
- To elect the following Directors who have been appointed since the last Annual General Meeting:
 - Michael Doerr
 - Kenneth O'Reilly-Hyland
- To re-appoint Messrs DeLotto-Haskins & Stills as the auditors to the Institution and to authorise the Directors to fix their remuneration

By Order of the Directors
B W SWEETLAND Secretary
14th April 1988

United Kingdom Temperance and General Provident Institution, United Kingdom House, 72/122 Castle Street, Salisbury, Wiltshire SP1 5SH

NOTES

- A member is entitled to appoint another person (who need not be a member) to attend the meeting and vote in his stead.
- To validate the instrument appointing a proxy, which should be as near to the form set out in rule 12 of the Rules of the Institution as circumstances admit, and the power of attorney or other authority (if any) under which it is signed, or a notarially certified copy of that power or authority, must be deposited at United Kingdom House, 72/122 Castle Street, Salisbury, Wiltshire SP1 5SH not less than 48 hours before the time fixed for holding the meeting, or, if adjourned, meeting, or, in the case of a poll, not less than 24 hours before the time appointed for the taking of the poll.
- Proxy forms may be obtained on application to the Secretary.
- Members intending to attend and vote personally at the meeting should be prepared to quote their policy numbers.
- Only members are entitled to vote. Certain policyholders are not members. If a policyholder who is not a member completes and returns a form of proxy it will not be counted.
- Members have one vote each irrespective of the number of policies held.
- Members are entitled, on application to the Secretary, to a copy of the Report and Accounts.

ADVERTISEMENT

NOTICE OF MEETING

NOTICE IS HEREBY GIVEN that the 15TH ANNUAL GENERAL MEETING OF FRIENDS' PROVIDENT LIFE OFFICE will be held at GLAZIER'S HALL, 9 MONTAGUE CLOSE, LONDON BRIDGE SE1 on WEDNESDAY 11TH MAY 1988, at 2.30 pm, to transact the following business:

- To receive the Accounts and Balance Sheet for the year ended 31st December 1987 and the Reports of the Directors and Auditors thereon
- To re-elect as Directors of the Office the following Directors, who retire by rotation:
 - Frederick Cotton
 - Michael Doerr
 - Michael Fox
 - Tim Johnstone
- To elect the following Directors who have been appointed since the last Annual General Meeting:
 - John de Havilland
 - Kenneth O'Reilly-Hyland
 - The Hon Richard Staley
- To re-appoint Price Waterhouse as the auditors of the Office and to authorise the Directors to fix their remuneration
- As special business to consider the following special resolution:

"THAT Rule 11(1) of the Rules of the Office be altered by inserting at the end of the definition of 'person insured' the word 'and' and the following new sub-paragraph:

(d) for the avoidance of doubt, a person who, on the relevant date, is a member (otherwise than in the capacity of shareholder or stockholder) of a company in respect of a policy issued by that company, the liability whereunder shall have been assumed by the Office under a scheme for the transfer of the Office in or part of the business of that company pursuant to section 49 of the Insurance Companies Act 1982, and so that:

 - such person shall commence membership of the Office on the relevant date;
 - such person shall be deemed for all purposes of the rules (other than the first sentence of rule 9) to have effected a policy with the Office; and

By Order of the Directors
B W SWEETLAND Secretary
14th April 1988

FRIENDS' PROVIDENT LIFE OFFICE, Fitzham End, Dorking, Surrey RH4 1QA, England.

NOTES

- A member is entitled to appoint another person who need not be a member to attend the above meeting and vote in his stead.
- To validate the instrument appointing a proxy, which should be as near to the form set out in rule 30 of the Rules of the Office as circumstances admit, and the power of attorney or other authority (if any) under which it is signed, or a notarially certified copy of that power or authority, must be deposited at Fitzham End, Dorking, Surrey, RH4 1QA not less than 48 hours before the time fixed for holding the meeting, or, if adjourned meeting, or, in the case of a poll, not less than 24 hours before the time appointed for the taking of the poll.
- Proxy forms may be obtained on application to the Secretary.
- Members intending to attend and vote personally at the meeting should be prepared to quote their policy numbers.
- Only members are entitled to vote. Certain policyholders are not members. If a policyholder who is not a member completes and returns a form of proxy it will not be counted.
- Members have one vote each irrespective of the number of policies held.
- Members are entitled, on application to the Secretary, to receive a copy of the Report and Accounts.

US steps up Ulster investment

By Robert Rodwell

A new electronic sensor design, development and manufacturing company for the Antrim Technology Park in Northern Ireland was announced yesterday.

News of the company, Neotech (NI), raises — within 24 hours — the value of US investments in the province to almost £10 million and 300 new jobs, the Northern Ireland Industrial Development Board disclosed. On Tuesday, the US owners of Irlandus Circuits, which produces printed circuit boards at Craigavon, Co Antrim, announced a £4.9 million expansion of the plant to increase employment there from 220 to 320 over four years.

Neotech (NI) is being set up by Mr David Ripley, an inventor from Dallas, Texas, in partnership with Bloomer Electronics, the Ulster company, and with minority equity participation of the US government-backed International Fund for Ireland.

The IFI's venture capital arm is putting up £450,000 for 10,000 shares in Neotech, which is its first green field investment.

With Bloomer's technical

support, Mr Ripley, aged 28, has developed what is claimed to be the world's first micro-electronic digital tyre pressure gauge and more accurate than conventional mechanical gauges currently used.

Entering volume production in September, 100,000 will be produced at Antrim in the first year, and a million during the first four years — during which employment will rise to 200.

Initial models, costing less

than \$40 (£21.60), are already being sold in the US, where 22 million analogue tyre pressure gauges are sold annually. US filling stations, unlike British and European forecourts, do not normally provide air lines with integral gauges.

A new custom-built micro-chip being developed for Neotech by Texas Instrument will, from September, permit models displaying pressures in kilograms per square centimetre and atmospheres to be

produced for the continental European and Japanese markets.

"This is not a limited single-product commitment we are making to Northern Ireland," Mr Ripley said in Belfast yesterday. "Pressure and temperature measurement is a very large area and pressure measurement has lagged behind temperature testing in adopting micro-electronics."

"We intend to develop and produce here a whole range of sensors with applications in various industrial, aerospace and consumer fields, and we are going for a tyre gauge in the first instance because the market is so big."

On the Irish-American campaign to deter US investment in Northern Ireland, Mr Ripley said that after two years of working there: "I have been able to look behind the headlines and see the quality of people here and realise the potential of this area to support a high-tech venture like this."

The NI authorities see these two investment decisions as a valuable setback for the Republican anti-investment campaign.

Best year for new jobs

A brighter economic picture in Northern Ireland was highlighted when the provincial Industrial Development Board announced its best year's results since its 1982 foundation.

The number of new jobs promoted in the year to March 31 was 5,300, 300 above target, and up on 1986-87's 4,200, which was the previous best.

Nearly 900 of the new jobs are promised by 12 investment projects from companies new to Northern Ireland, but the majority result from the

expansion of companies already there, both locally owned or headquartered elsewhere.

These have enjoyed booming sales, particularly in the garment and textile sectors, with the revival of the United Kingdom economy and the shopping bonanza along Britain's high streets. But many also are benefiting from increased penetration of export markets, and from showing a far greater awareness of marketing opportunities overseas, said Mr John McAlister, the IDB chief executive.

Thames Television: Mr John Davey has been appointed deputy chairman. Marr Frozen Foods: Mr David Croxzen, Mr Jeff Evans, Mr Gerry Raines and Mr Dave Vickers become directors.

William Baird: Mr John Parsons becomes a director from May 3.

Leves Design Workshops: Mrs Pam Duffill, Miss Anita Elderkin and Mr David Jarman have joined the board.

Siag Furniture Holdings: Mr Nicholas Radford, Mr Roger Blaney and Mr George Elna are made directors.

APPOINTMENTS

Hamworthy Engineering: Mr John Hirsch is now a non-executive director.

Dale Electric International: Professor Peter Lawrenson has been made a non-executive director.

Shandwick Consulting Group: Mr Frank Barnard has been appointed a director.

Davidson Pearce Group: Miss Kazia Kantor has joined the board as group finance director.

Berkeley St James: Mr Robert Lim has been promoted to director of finance.

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IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION No. 001799 of 1988
IN THE MATTER OF FRIENDS' PROVIDENT LIFE OFFICE
— and —
IN THE MATTER OF UNITED KINGDOM TEMPERANCE AND GENERAL PROVIDENT INSTITUTION
— and —
IN THE MATTER OF THE INSURANCE COMPANIES ACT 1982

NOTICE IS HEREBY GIVEN that a Petition was on the 21st March 1988 presented to Her Majesty's High Court of Justice by the above-named FRIENDS' PROVIDENT LIFE OFFICE ("Friends' Provident") for the sanction of the Court under Section 49 of the Insurance Companies Act 1982 (the "Scheme") providing for the transfer to Friends' Provident of the whole of the long term business (as defined by Section 1(1) of the said Act) of UNITED KINGDOM TEMPERANCE AND GENERAL PROVIDENT INSTITUTION ("UTGP") and for orders making ancillary provisions in connection with the said transfer under section 50 of the said Act.

Copies of the said Petition, the Scheme and a Report by an Independent Actuary in pursuance of the said Section 49 of the said Act may be inspected at each of the offices specified in the Schedule hereto during normal business hours, for a period of 21 days from the publication of this notice.

The Petition is directed to be heard before the Honourable Mr Justice Warner at the Royal Courts of Justice, Strand, London WC2A 2LL on Monday the 12th June 1988. Any person (including any employee of UKP or Friends' Provident) who claims that he or she would be adversely affected by the Scheme may appear at the time of the said hearing in person or by Counsel. Any person who intends to appear, and any policyholder of Friends' Provident or UKP who dissents from the Scheme but does not intend to appear, should give not less than two clear days' prior notice in writing of such intention or dissent and of the reasons therefor to the Solicitors named below.

Copies of the documents referred to above will be furnished by each Solicitor to any person requiring them prior to the making of an Order sanctioning the Scheme on payment of the prescribed charge for the same.

DATED 14th April 1988
Herbert Smith
Waddingtons
35 Cannon Street
London EC4A 3DF
Solicitors for Friends' Provident

THE SCHEDULE			
England	100 Gresham Street London EC2A 3DP	104/106 Colindale Avenue London NW9 1JL	Leeds House 21 Dyer Road Buckham BN1 2PE
40 Queen Square Bristol BS1 4QP	50 Regent Street Cambridge CB2 1JW	40/42 New London Road Chislehurst CH4 2TW	10 Imperial Square Chislehurst CH4 2JG
30 Whitehall Road Coventry CV3 1EJ	Phoenix Court Dorking RH4 1QA	Creswell House 57/59 Whitebridge Road Kilburn W9 5PA	24 Buccleugh Place Flaxburg TW2 7TH
Meridian House 1/2 Bridge Street Goldthorpe G62 4LZ	Europa House 141 Foreway Hull HU1 3UT	21 Priests Street Leicester LE1 1PY	59 High Street Kilgusston-on-Thames RT11 2JZ
Friends' Provident House 17/18 South Parade Leeds LS2 9DS	24 De Montfort Street Leicester LE1 1QB	St Nicholas House 40 Churchyard Clapton North Liverpool L3 9JL	Friends' Provident House 4 King Street London W1F 9AP
15 Old Bailey London EC4M 7AP	Brews House 16/18A Albion Place Middlesbrough M6 3AQ	7 The Laure Manchester M2 3DJ	Dundas House 4 North Street Newcastle-upon-Tyne NE1 3AU
24/26 Finsbury Square London EC2A 1JL	28/28a Bridge Street Northampton NN1 2JQ	Colony House Maffley Street Plymouth PL4 1JX	Red House 24 High Street North Plymouth PL4 1JQ
10 Waterloo Place London WC6E 6PU	Friends' Provident House 172 Fleet Street Reading RG1 1BT	72-122 Canine Street Salisbury Wiltshire SP1 2SH	40 Queens Street Sheffield S1 2DF
8 Colgate Place Lambeth Road Southwark SE8 2LX	Arden Court 24 Chesham Road Waltham WDA 1TY	McLennan House School Street Wolverhampton WV1 4LJ	Wales Haywards House 24 High Street North Cardiff CF1 1BL
10 Albany Terrace Aberdeen AB9 1FX	80 George Street Edinburgh EH2 2BY	Friends' Provident House 18 Blythwood Square Glasgow G2 4AW	Friends' Provident House 29 South Mall Cardiff
Northern Ireland Friends' Provident House 68 Howard Street Belfast BT1 6PR	Republic of Ireland Friends' Provident House 10 Dalkey Dublin 2	80-a House Victoria Place Cyril Square Galway	Friends' Provident House 29 South Mall Cardiff

BASE LENDING RATES

ABN	8.00%
Adam & Company	8.00%
BCCI	8.00%
Consolidated Crds	8.00%
Co-operative Bank	8.00%
C. Hoare & Co.	8.00%
Hong Kong & Shanghai	8.00%
Lloyds Bank	8.00%
Nat Westminster	8.00%
Nat'l Bank of Scotland	8.00%
TSB	8.00%
Citibank NA	8.00%

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BCC announced from 14th its base rate from 8.5%

Portfolio PLUS NEW Accumulator

From your Portfolio gold card check your eight share price movements, on this page. Add them up to give you your overall total and check this against the daily or accumulator dividend figures. If it makes or breaks the figure, you have won outright or a share of the daily or accumulator prize money stated. If you lose, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

حسابات الأرباح

STOCK EXCHANGE PRICES

Gains trimmed

ACCOUNT DAYS: Dealings began April 11. Dealings end April 22. Contango day April 25. Settlement day May 3. Forward bargains are permitted on two previous business days.

Prices recorded are at market close. Changes are calculated on the previous day's close. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (a) denotes Alpha Stocks. (VOLUMES: PAGE 27).

No.	Company	Group	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
1	General Broadcom	Textiles	114.0	113.0	113.5	113.0	-0.5	-0.4	1.00	0.88	12.5
2	Net Aust Bk	Banks/Discount	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
3	Roche	Pharm	120.0	119.0	119.5	119.0	-0.5	-0.4	0.00	0.00	15.0
4	Barton (a)	Drugs/Stores	15.0	14.8	14.9	14.8	-0.1	-0.7	0.00	0.00	10.0
5	Peck	Electricals	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
6	Land Sec (a)	Property	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
7	Facal Bact (a)	Property	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
8	Admiral Comp	Electricals	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
9	Hilldown (a)	Food	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
10	Scas (a)	Drugs/Stores	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
11	Logan	Electricals	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
12	Bowthorpe	Electricals	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
13	Warner	Property	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
14	Barro	Industrials A-D	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
15	Leisure Inv	Leisure	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
16	Renshaw	Industrials L-R	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
17	Black (Peter)	Industrials A-D	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
18	Moore Motor	Motors/Aircraft	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
19	Peashey	Property	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
20	Samuel Deft	Paper/Print/Adv	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
21	Leisure D	Leisure	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
22	Brandside Coy	Industrials A-D	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
23	Brandside Hdg	Industrials L-R	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
24	Morgan Crucible	Industrials L-R	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
25	Coast	Industrials A-D	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
26	De La Rue	Industrials A-D	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
27	ROC (a)	Industrials A-D	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
28	Taco	Industrials S-Z	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
29	Marshall	Property	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
30	Harbour Drace	Property	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
31	Chrysalis	Leisure	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
32	High Point	Industrials E-K	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
33	Greycoat	Property	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
34	Roar (a)	Industrials A-D	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
35	FR Group	Motors/Aircraft	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
36	Rayson	Building/Roads	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
37	Castle Combe	Leisure	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
38	Grange	Property	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
39	Concorde	Industrials A-D	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
40	Overseas Abroad	Leisure	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
41	Sarratt Dens	Building/Roads	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
42	Jager (a)	Motors/Aircraft	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
43	Leeds	Textiles	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0
44	Ayrshire Meml	Industrials A-D	10.0	9.9	9.95	9.9	-0.05	-0.5	0.00	0.00	10.0

Please take into account any minus signs

Weekly Dividend

Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.

MON	TUE	WED	THU	FRI	SAT	TOTAL

BRITISH FUNDS

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

SHORTS (Under Five Years)

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

FIVE TO FIFTEEN YEARS

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

OVER FIFTEEN YEARS

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

UNDATED

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

INDEX-LINKED

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

BANKS, DISCOUNT, HP

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

BREWERIES

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

BUILDING, ROADS

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

CHEMICALS, PLASTICS

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

CINEMAS, TV

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

DRAPERY, STORES

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

HOTELS, CATERERS

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

INDUSTRIALS A-D

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

ELECTRICALS

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

FINANCE, LAND

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

FINANCIAL TRUSTS

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

FOODS

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

L-R

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

S-Z

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

INSURANCE

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

LEISURE

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

MINING

1987/88	High	Low	Open	Close	Change	%	Dividend	Yield	P/E
100% Index	100.0	99.5	99.8	99.5	-0.3	-0.3	0.00	0.00	10.0

NEWSPAPERS, PUBLISHERS

1987/88	High	Low	Open	Close	Change	%	Dividend
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GENERAL APPOINTMENTS

April 14, 1988

Michael Ingram, marketing consultant, stresses the expertise that is the hallmark of his profession in today's world

Who would have been bold enough to predict 20 years ago that a then fledgling industry would, in 1987, account for about £5 billion of expenditure?

Twenty years ago the industry had little or no clear image. Some unkind observers would say that what image it had was that of provider of the apocryphal "free plastic daffodil with a packet of soap powder".

The early exponents of sales promotion worked either in units set up by leading "above-the-line" agencies - my own career began at the then merchandising unit of J. Walter Thompson - or in small entrepreneurial partnerships.

Recruitment tended to be haphazard and, within the larger agencies, sometimes included executive and creative staff who were not deemed to be "quite right" for the main, and far more

important, job of providing above-the-line services.

All of that has now changed. With the emerging clarification of what is above and what is below the line, an area of constant and often uninspired debate over the years, and more particularly, with talented clients entrusting more and more of what they understood to be below the line to specialist sales promotion agencies, the opportunity for a young person to plan a real career in the discipline has finally become a reality - a career that fulfils the promise, in the right agency setting, of an exciting and varied work remit, that on the executive side puts the nimblest of academically trained minds to the test.

What kind of projects will the young sales promoter be involved in day to day? More and more companies utilize sales promotion techniques every year - some without actually realizing it. Many major companies, of course, have their own sales promotion/marketing/management structures, which invite inputs from one or a number of consultant agencies to a written brief and budget.

Clearly, the extremely visible national sales promotions aimed at the consumer, such as a "free glasses" collection scheme by a petrol group, or a heavily promoted contest such as the recent

Sales promotion now needs all skills, from writing to technology

British Airways "Concorde Challenge", have taken months of careful planning by talented client-agency teams.

The more familiar an agency account team is with the client's business the better. For example, my own company has worked for the British Airports Authority for the past five years, promoting duty-free and tax-free shopping. Voucher schemes, scratchcard games, carefully monitored salesgirl operations, extra added-value offers, and a business club for regular travellers are just a few of the many promotional techniques employed.

The remit for a client such as Woolworth, for whom we have acted for two years, involves the

execution of a year-long calendar of pre-planned and innovative promotions, which have included event days - St Valentine's Day, Mother's Day - the production of 40 million catalogues, and the launching and administration of the Woolworths Kids Club, which now has more than 300,000 junior members.

But not all sales promotion is quite as visible or well managed. Beneath the important consumer tip of the iceberg, many companies are almost certainly wasting valuable funds on a piecemeal approach to sales force incentive schemes, exhibitions, trade deals and business-to-business literature when, at little or no extra cost, they would be well advised to

consult a team of sales promotion experts to achieve a co-ordinated plan and overall look for their programme.

We have a number of clients who spend £25,000 rather than £2 million, and achieve in return more in extra revenue than they spend.

In a summary, it's a job that requires everything from presentation skills to copy-writing panache, tenacity and the constant ability to work under extreme pressure, as well as management of a creative team and the understanding of production processes, both the traditional and new. Certainly, there are job opportunities. But in a fast-growing sector are the jobs



Few have made the effort to contact the ISP and find out about the agencies they are contacting - or about the ISP Diploma courses. Even fewer make the effort to catch the imagination of a prospective employer by promoting themselves in an innovative and eye-catching way.

And what of the training that awaits a successful candidate? My own agency attempts to provide a carefully monitored "in at the deep end" approach. The new executive works closely with a senior executive team and is expected to pick up knowledge and skills pretty quickly. Within three months both sides know whether it's a "sink" or "swim" situation.

Within a year, the rewards and the satisfaction begin to come into their own and the successful swimmer is encouraged to develop his or her own particular style.

But, all along, and 20 years on in my case, it's always a question of "Prospective promoter, promote yourself!". It will be interesting to see if the emerging generation can confirm sales promotion as a true profession.

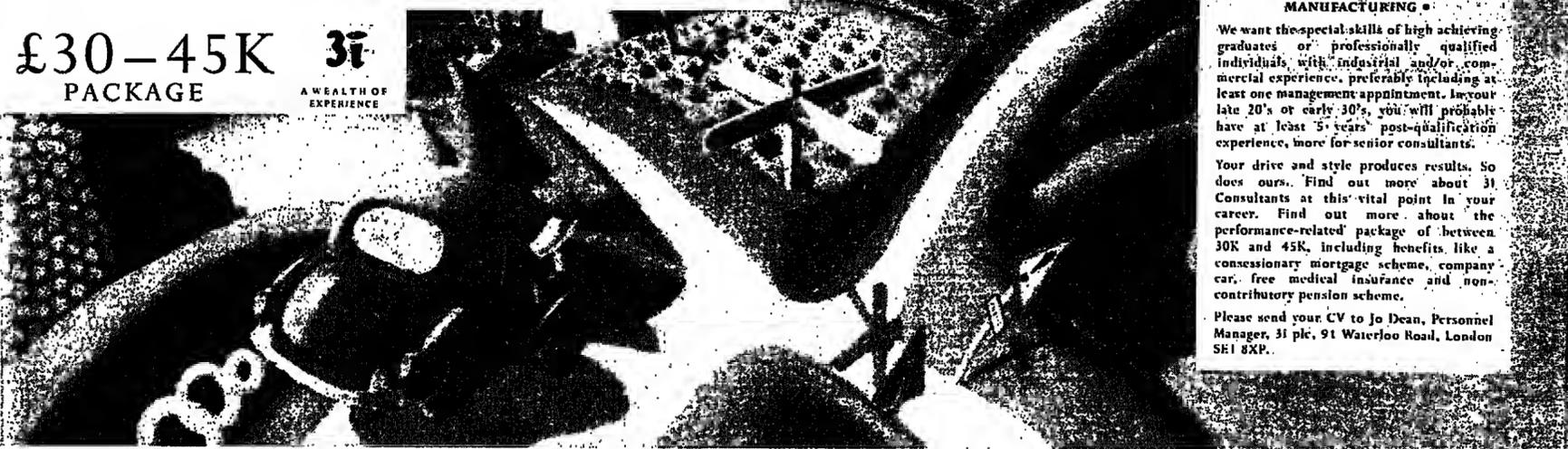
Michael Ingram is managing director of the Ingram Company, sales promotion, marketing, communications specialists

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Please send your CV to Jo Dean, Personnel Manager, 31 plc, 91 Waterloo Road, London SE1 8XP.

90 SECONDS TO TOUCH-DOWN.

You have 90 seconds to guide Squadron Leader John Paine on his final approach to touchdown. Cloud-base 250 feet: visibility is poor, at under 1/2 a mile. An emergency has developed and John must land his Tornado immediately. You've just qualified as an RAF Air Traffic Control Officer. John's relying on you to get him down safely.

90 SECONDS LATER.

90 seconds later, John thanks you for your accurate talk-down as his Tornado taxis clear of the runway. There's no time to relax: the next aircraft due to land needs your help. Every time you're on duty in Air Traffic Control, you'll face different challenges. There's no routine, few situations are predictable. You're trained to be ready for anything.

As your career progresses, there'll be opportunities to gain flying experience, to control at Area Radar units, to train and examine new Controllers. You

may run your own control tower or operations room or serve with other NATO Air Forces.

Promotion is possible to Squadron Leader and beyond in operational and command appointments and to more senior levels in Staff appointments, helping to formulate policy for the safety of our aircraft in the future. All our aircraft, at home and overseas (and often civilian aircraft too) rely on RAF Air Traffic Controllers.

HOW TO TAKE CONTROL.

All Air Traffic Control careers in the RAF are open to both men and women under 30 years old on entry. These are Short Service Commissions for 4-8 years, or permanent pensionable appointments.

You can apply to join after GCSE or 'O' levels at age 17 1/2 (men) or 18 (women). But, as a graduate, you start with more seniority and a higher salary. As part of your career progression, you

will have an opportunity to develop your leadership and management skills to fit you for senior executive appointments.

To find out more, write to Group Captain Peter Canning at (YD) Officer Careers (09/11/04), Stannore HA7 4PZ, listing your date of birth and present or intended qualifications. We will send you a booklet about careers in the RAF as an Air Traffic Control Officer, together with details of how to apply.

Alternatively, you can call in at any RAF Careers Information Office (in the phone book under Royal Air Force).

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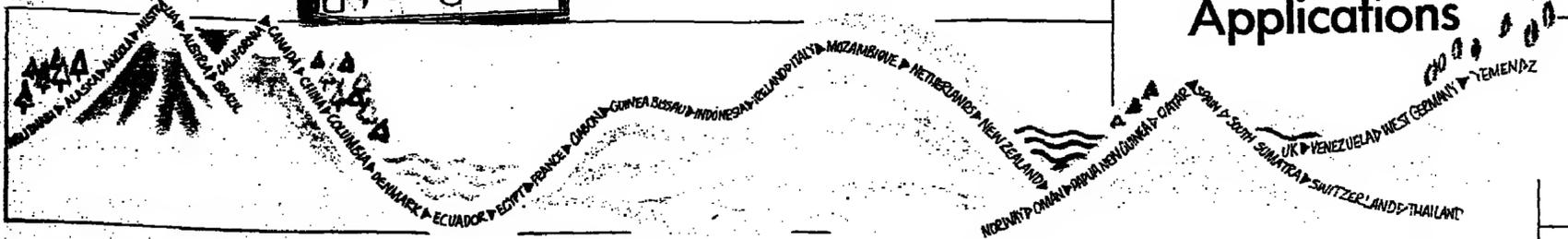
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Please submit your written application to: RFE/RL, Inc., Recruitment Office, Oettingenstr. 67, D-8000 Munich 22.

مكتبة من الأصول

كزامل الأخريل



Applications

from A to Z

Granted you'll be based in our London offices. But the advanced information systems you'll be responsible for must be capable of application worldwide. And that's not surprising when you realise that, as a cornerstone of the BP Group, we are not only active in well over 25 countries. We are also continuing to expand our search for new oil and gas fields into ever more hostile environments - into colder climates and deeper, wider seas. Such far reaching scope for our systems will be rivaled only by their strategic importance. For the competitive advantage necessary for success within the exploration and production business is essentially technically led.

Our commitment to information systems is underlined by the complexity of our worldwide telecommunications network. By over 70 VAX 8000 series computers and many MicroVAX-based systems. By a Cray super-computer in London. By systems such as ACUMEN, ALL-IN-1 and INGRES, plus other 4th generation software. And by the creation of the following openings crucial to our future. To join our Technical Systems Group, we are now seeking:

Senior Database Consultant

We are currently involved in a considerable amount of database work and have identified the need for an expert in relational databases. You will be influential in every phase of significant database projects from analysis through design to implementation, occasionally acting as leader for key projects. We will also be looking to you for advice on new directions.

A graduate, preferably in Computer Science, you must have a minimum of 7 years' post-qualification experience in information systems, at least 5 years' of which has been spent working primarily with relational databases.

You should have a thorough knowledge of INGRES and/or Oracle and relevant sub-systems and have played a key role in the successful implementation of a major system. Leadership skills and a detailed understanding of the relevant trends are essential. Ref. A. 387

Senior Production Systems Consultant

You will play a fundamental part in identifying and implementing the strategic systems requirements of our Production Department. Your work will involve close contact with reservoir, petroleum and production engineers, not only in the UK but also in our operating centres worldwide.

You will be expected to maintain an awareness of trends and developments in engineering and information systems, and to have the vision and drive to capitalise upon these developments.

A graduate, preferably in Engineering, you must have a minimum of 7 years' post qualification experience in a production environment, preferably as a reservoir or petroleum engineer.

Your ability to lead, motivate and organise will have been demonstrated as a senior engineer on a substantial project, and you must have a strong interest and background in information systems and technology. Ref. A. 377

To join our Business Systems Division we now need the following individuals:

Business Consultant - Personnel

Your clients will be the Personnel Department and line management at all levels in the organisation. By satisfying their needs you will promote the further development of a recently installed on-line personnel data system and associated systems.

You'll need at least 5 years' information systems experience, to include database design, business analysis and proven project leadership abilities.

As a graduate in your late 20's or 30's, you must have excellent interpersonal skills. Although by no means essential, a background in personnel would be useful. Ref. A. 378

Business Consultant - Oil and Gas Development

BP Exploration's Oil and Gas Development Department lead the implementation of major capital projects and are one of our major clients. You will be working closely alongside their engineers, helping to formulate their information systems strategy, co-ordinating systems developments and controlling work undertaken by others.

As a graduate with at least 8 years' information systems experience, you will need the maturity and the keen interpersonal skills to gain rapid credibility in one of the most challenging areas of our business. Ref. A. 379

Consultant - Office Systems

In the past 4 years we have invested in the ALL-IN-1 office system. Your brief, through consolidation, further implementation and development, will be to optimise the benefits and potential of the system with the aim of achieving worldwide integration.

A graduate in your mid 20's to early 30's, you will need at least 3 years' information systems experience, preferably gained in office automation, hybrid systems development, and/or networked PC applications. Of equal importance is your ability to communicate at all levels, often with non-technically minded personnel. Ref. A. 380

Business Consultant - Economic and Planning Systems

Our considerable investment in a new generation of economic appraisal and planning systems based on ACUMEN has already proved successful. Now we need another person to help us reap further benefits.

Your primary task will be to ensure that the current and future applications of our London, Scottish and Norwegian offices interface with a common modelling and data architecture. This will involve the development of new economic models and the management of the ACUMEN system.

As well as having strong inter-personal skills, you will need to be a graduate in your late 20's or 30's with 5 or more years' experience in financial modelling and database applications. Ref. A. 381

Business Consultant - Financial Control

A strategy study is currently underway to determine future information systems support for our financial control function.

You will work directly with the controllers and play a leading role in the implementation of the strategy study's recommendations.

A graduate in your late 20's or 30's, you will have at least 5 years' information systems experience, preferably involving financial or large-scale accounting systems. You will need excellent inter-personal skills and proven team leadership ability. Ref. A. 382

In all cases we offer a competitive salary and benefits package including a non-contributory pension scheme and assistance with relocation where appropriate. Further professional training will be available where necessary and career development potential is excellent.

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Alternatively, please write or telephone for an application form, quoting the appropriate reference, to Susan Faircloth, Recruitment Branch, The British Petroleum Company p.l.c., Britannic House, Moor Lane, London EC2Y 9BU. Tel: 01-920 3484. BP is an equal opportunity employer.



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Please send full career details to:-

Sue Dalby, British Institute of Management, Management House, Cottingham Road, Corby, Northants NN17 1TT.



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The successful applicant will possess a strong determined character and the desire to utilise entrepreneurial skills.

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Immediate vacancies exist in established data processing groups - land and marine - 2D and 3D. Ideally you should have:

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- A degree in Geophysics, Physics or the Earth Sciences (with a strong mathematical content)
- Alternatively - 'A' levels and equivalent relevant work experience (minimum of five years)
- Expertise to apply state of the art software to a wide range of processing projects in a commercial environment

GECO can offer:

- A competitive salary
- A substantial benefits package
- An opportunity to broaden your experience and develop your career
- Potential for subsequent movement within the company, either to other departments or to overseas postings.

If you are interested in this career opportunity then please write, in confidence, enclosing your CV and a brief salary history to: The Personnel Manager, GECO Geophysical Company Limited, The GECO Centre, Knoll Rise, ORPINGTON, Kent BR6 0XG. Tel: 0689 32133.

COMPREHEND COPIERS?

Better yet, are you a successful Photocopier Sales person who is articulate and able to impart your experience and knowledge to our Trainees.

We seek someone to assist our Training Manager in ensuring that our Sales Executives fully comprehend our range of copiers, their assets and advantages.

The successful candidate will not be hidebound nor deskbound. He/She will aid in formal product training sales techniques followed by on territory training. There will also be ample opportunity to act in support of Seminars and undertake other interesting assignments.

This is an unusual position for an unusual person, is that person you? If so we will offer you a splendid salary coupled to excellent fringe benefits that only a major international company can give.

For an application form, please contact:

Personnel Department
Gestetner Limited
210 Euston Road
London NW1
01 387 7021
Ext. 3128

Gestetner are an equal opportunity employer.

Northern Regional Manager

Infotron Systems, manufacturers of sophisticated, flexible data communications equipment, are enjoying the sweet taste of success, with sales performances on target for another year of strong expansion.

Against this background, we now wish to strengthen our Customer Engineering management team and this new appointment carries responsibility for the Midlands, the North and Scotland.

Key objectives include: the provision of the highest quality service to customers in the area; the organisation, motivation and support of field engineering teams; and assisting sales colleagues to expand business in the area.

Our search is for a leader with an energetic, enthusiastic and organised management style. Previous support/service team management experience in a closely allied business is essential.

INFOTRON
The Superior Performer

EXECUTIVE SELECTION REGIONAL MANAGER

MMM is a well established management and distribution consultancy, and is a member of the Management Consultants Association.

We are now seeking experienced Management Selection Consultants for two of our regional offices; Leeds and Basingstoke; as part of an ambitious expansion programme.

Applicants must be capable of building a high quality business. Probably aged under 40, they will have a good track record in selection consultancy, be self-motivated and possess those other personal qualities vital for success in this challenging role.

The persons appointed would report to the Regional Director and be senior members of a well integrated team. The attractive package will include a good basic salary, car and performance related reward.

Please send a detailed C.V. with current earnings level in confidence to:

Mr G.L. Butcher, Director,
MMM Consultancy Group Limited
Houndmills Road, Basingstoke,
HANTS. RG21 2XN.

BREAK INTO RECRUITMENT!
£10,000 - £15,000

We are a well-established Recruitment Consultancy based near Holborn, and we need a Marketing Assistant to provide all-round back-up to two Consultants who are launching our new Tax Division. You will also be trained as a Recruitment Consultant, moving into this position (first year earnings £15k-£25k) within 6-12 months. Previous experience in recruitment, sales or consultancy essential, age 20-35. Please call, or send your C.V. to:

STEVEN MARSHALL
01-242 6321

Personnel Resources
75 Grove Inn Road
London WC1X 8US

JAPANESE INTERPRETER/PA
To Assist M.D. in Motor Sports Activities

Candidate is required to have working knowledge of International Motor Sports Environment, be prepared to travel and attend race meetings both in home and overseas. Ability to Speak, Read and Write Japanese to English and English to Japanese is essential.

Working knowledge of Computers is also required as part of Statistical duties, along with Telephone, Reception and a small amount of accounting work.

Salary negotiable.

Please write in the first instance with full CV. to:

Managing Director
Tom's (GB) Ltd.,
Unit 10-13 Hingham Industrial Estate,
Hingham Way,
Hingham
Norfolk NR9 4LF

ACCOUNT DIRECTOR

Superb. writing, communication, presentation, managerial and organisational skills are required for the position of Account Director in this fast expanding agency. You must have a minimum of four years' experience in the food, home interest, toiletries areas and be aged 25-35 years. Salary c£23,000 plus bonuses, car and BUPA.

CV to: Ms. Joacine Mundle,
Cameron, Choat & Partners, Bury House,
126-128 Cromwell Road,
London SW7 4ET.

AT A CAREER CROSSROADS?

Hill Samuel Investment Services is seeking executives, (London and Home counties), aged 40 plus, graduates or equivalent, with experience in industry, the City, commerce or the professions, to become Personal Financial Advisers.

All necessary training and support (including office facilities) will be given to enable you to promote the renowned range of Hill Samuel personal financial products and services.

Contact: Jonathan Ellis, Hill Samuel Investment Services, 29 Queen Anne's Gate, London SW1H 9BU. Telephone 01 222 4858

PALL MALL MONEY MANAGEMENT

A subsidiary of the Chase De Vere (Pall Mall) Group of Companies offers vacancies for trainee consultants. High income potential and real long term career progression.

For full details contact Lisa Powell on 01-930 7242 or send C.V. to: 125 Pall Mall, London SW1Y 5EA

SALES PEOPLE

of at least 6 months experience required to service existing client bank.

OTE £20-25,000 pa basic and commission available profit share after 6 months.

CONTACT
JANE 01 831 1611 ext 210.

Grundy

Leading manufacturer of dispensing equipment to the brewery industry is currently seeking a highly motivated person to join their Sales/Marketing Department in the newly formed position of:

EXPORT COMMERCIAL ASSISTANT

Responsible directly to the Commercial Manager, the ideal applicant will have a sound working knowledge of both German and French, be a good communicator with ability to assimilate some basic technical engineering and an understanding of general office administration procedures including various type of key-boards and previous Export experience.

Please apply with C.V. to:

C. BRINSDEN, GRUNDY (Teddington) Ltd., Somerset Road, Teddington, Middlesex TW11 8TD. (Tel: 01-977 1171).

PR AND GENERAL MANAGEMENT LIAISON IN THE ALGARVE

Young person over 20 required in our village in Vilamoura, Algarve to act as liaison between owners and management, to look after the general happiness of our rental clients which includes acting as hostess and PR person for the village, the restaurants and bars. Previous business experience in customer relations essential. Accommodation provided, salary £4,000 for 6 months. Apply in writing with full CV to Montpellier International PLC, 17 Gay Street, Bath BA1 2PH.

PERSONNEL
£15,000 - £15,000

This specialist City based, Training Organisation need to recruit an experienced Personnel Executive who has a minimum of 5 years' experience in a professional capacity. He/she will be responsible for the recruitment of all operational and administrative staff, including sales and training courses and will also be responsible for the recruitment of all operational and administrative staff. (PALL MALL MONEY MANAGEMENT) 01-930 7242

April 14, 1988

ay's world

Few have made the effort to contact the ISP and find out about the agencies they are consulting. Even fewer make the effort to catch the imagination of prospective employer by presenting themselves in an interesting and eye-catching way.

And what of the individual who awaits a successful candidate? The agency attempts to provide a "deep end" approach. The executive works closely with a senior executive team who are expected to pick up knowledge and skills pretty quickly. Whether it's a "sink" or "swim" situation.

Within a year, the recruit and the satisfaction begin to wane. The swimmer is encouraged to swim his or her own particular style.

But, all along, and 20 years in any case, it's always a question of "Prospective promotion, please see if the emerging specialist confirms sales promotion as a profession."

Michael Ingram is managing director of the Ingram Company, sales promotion, marketing and communications specialists.

1-481 4481

wealth of experience in consultation, advisory and training services - has to present a convincing case to the client. Consultants should be confident in their own abilities and have a strong background in the area of sales promotion, marketing and communications.

ITEMS • MARKETING • SOURCES • QUALITY • FACTURING

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GENERAL APPOINTMENTS

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CJA RECRUITMENT CONSULTANTS GROUP
 3 London Wall Buildings, London Wall, London EC2M 5PU
 Tel: 01-588 3588 or 01-588 3576
 Telex No. 887374 Fax No. 01-256 8501

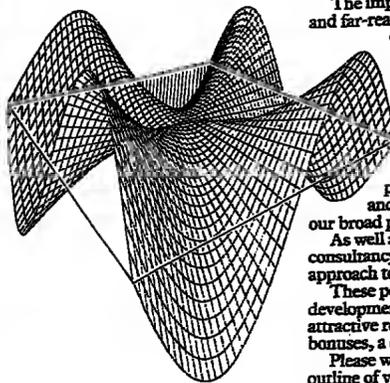
Scope to advance to more senior management position in 2-4 years

COMMERCIAL MANAGER - INTERNATIONAL MARKETING
£24,000 - £28,000
 EXPANDING WORLD-WIDE PATENTED CIVIL ENGINEERING PRODUCTS AND SERVICES - £50M T/O

This is a new appointment to strengthen the marketing department and assist in the further development of this rapidly-growing organisation. On behalf of our clients, we invite applications from graduates, aged 28-35, with at least 3 years' experience in marketing engineering products and/or the commercial management of construction projects. The successful candidate, reporting to the Group Marketing Manager, will take a lead in processing enquiries, drawing up product specifications/pricing for tenders and developing existing computerised information systems to assist in servicing and developing new international business. Additional key areas will be providing commercial and technical support to licensees plus monitoring their performance against targets and licensee agreements. Essential qualities are an innovative approach to problem solving, communication and liaison skills and an interest in maintaining and promoting corporate identity. Initial salary is negotiable £24,000 - £28,000, plus contributory pension and assistance with relocation expenses. Applications in strict confidence under reference CM 4592/T, to the Managing Director: CJA.

3 LONDON WALL BUILDINGS, LONDON WALL, LONDON EC2M 5PU. TELEPHONE 01-588 3588 or 01-588 3576. TELEX: 887374. FAX: 01-256 8501.
 ORGANISATIONS REQUIRING ASSISTANCE ON RECRUITMENT - PLEASE TELEPHONE 01-528 7539.

HUMAN RESOURCES CONSULTANCY



The implications of change within an organisation are complex and far-reaching. Expert help is often needed to ensure a positive outcome. That's why major organisations from all sectors of commerce, industry and government are turning to PA for guidance.

Recognition of our leadership in this specialist field has led to increased business. We can now offer new and challenging opportunities for high-calibre graduates aged around 30 who already have a strong track record in managing organisational change. Joining a well-established and respected team of professional consultants, you will bring your experience and personal authority to bear on major projects within our broad portfolio of leading organisations.

As well as an impressive background in management or consultancy, you must offer strong commercial acumen, a creative approach to problem-solving and exceptional interpersonal skills. These positions represent excellent prospects for career development within our international consulting group. The attractive remuneration package includes performance-related bonuses, a car and a full range of large-company benefits.

Please write, quoting Ref T, enclosing your cv and an outline of your career objectives to: Michael Thomas, Director - Organisation Group, PA Human Resources, Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Tel: 01-235 6060.

Plotting the path of organisational change

PA

PA Personnel Services

Winkworth FINANCIAL SERVICES

SENIOR MANAGEMENT POSITION (No Sales)

A new senior management position exists within Winkworth Financial Services (Mortgages). We are looking for a probably mature person who, with the benefit of experience in people management, is still willing to learn new ways. Experience of the financial services industry would also be beneficial.

As the position is a new one, there is unlimited scope for the successful applicant to shape the direction of the company and of his own position.

£25,000 - £60,000 p.a.

Apply in the first instance to:

Michael Stoop, M.D.

01-351 7465

or write to him at Franklin House

2 Milman's Street, London SW10 0DA

MANAGERS

FINANCIAL SERVICES (MORTGAGES)

The Financial Services arm of Winkworth, due to regional expansion, is looking to recruit an entirely new level of senior managers to supplement existing and create new teams.

This is an exciting opportunity for anyone with over 3 years relevant experience who can also offer management skills. Applicants are likely to be in their late twenties. (Specific training will be given to successful applicants).

£20,000 - £45,000

Apply in the first instance to:

Dennis Eldridge

01-351 7465

or write to him at Franklin House,

2 Milman's Street, London SW10 0DA

SALES AND DEVELOPMENT EXECUTIVE

LONDON BASED

Attractive Salary + Car + Benefits

We are a subsidiary of the highly successful Tibbett & Britten Group plc and provide specialist warehousing and distribution services to one of the country's leading high street retailers.

We are seeking to appoint a self-motivated experienced professional with well developed commercial awareness and presence, capable of quickly establishing himself with a large customer base. You will be responsible for rate negotiations, marketing to existing and new compatible customers, liaison with our major client and public relations.

TRANSCARE DISTRIBUTION

Fashionflow

Depot Manager

c.£18,500 p.a. + car with potential earnings up to £24,000 East Midlands

Fashionflow, part of the successful employee owned National Freight Consortium, provides a dedicated distribution and warehousing service for Marks and Spencer.

The Ilkeston Depot provides a highly efficient collection and delivery service, operating a 24 hour, 3 shift system and using a computerised automatic sortation system.

Owing to internal promotion within the Group, we have an immediate vacancy for a Manager to assume responsibility for the 60,000 sq. ft. depot with a budget of £3m and over 100 staff.

The successful applicant, aged between 30-45, will have a sound track record in distribution management. Ideally you will have experience in a network parcels business demanding high quality service levels. A strong, persuasive personality is vital coupled with professional communication skills, and a proven record of achievement in man-management.

This is a key position within the company and for the right person there are excellent career prospects. We can offer a generous package including competitive salary, substantial bonus (up to 30% of salary), profit sharing scheme, free private medical, and an opportunity to purchase shares in the N.F.C.

Please apply with full career details to: Mr. B. Harper, Personnel Director.

FASHIONFLOW LTD.
 FURNACE ROAD, ILKESTON
 DERBYSHIRE DE7 5HN
 Telephone 0602 322161

NFC COMPANY

TRAINING IN MILAN

Last year our Milan school helped Italian executives from 120 major companies to improve their communication skills in English. We are looking for new trainers to expand our business over the next few years. Candidates should be graduates aged between 25 and 35, with enough commercial and professional experience to understand the real needs of our students, and enough training aptitude to give them the tools they need to work better in English.

Starting salary (under review) is about £13,500, rising to £14,000 after six months, with 10 weeks holiday.

If you are interested please send a C.V. to:

Oliver Hibbert
 Canning School,
 4, Abingdon Road,
 LONDON W8 6AF
 ENGLAND

or Canning S.r.l.,
 Via Saurema, 9,
 20133, MILAN
 ITALY

ADVERTISING SALES

ON TARGET EARNINGS £40K p.a.

The launch of a series of major international titles has created opportunities for effective ambitious sales people. If you are able to talk to senior executives in a professional and convincing manner then we would like to talk to you. There are likely to be early management opportunities for the most successful applicants.

In the first instance please call
 Chris Humphreys or
 Ben Crocker on
 01-240 1515

STOCK/PURCHASING MANAGER

Urgently required for the purchasing department of this large prestigious Mayfair Company. Responsible for establishing new purchasing procedures, tendering for supplies, negotiating with suppliers, etc. 10 years experience in prior buying essential. Excellent company benefits. Salary up to £22,000 p.a.

Please contact Olga immediately

on 499 5881

Alfred Marks Recruitment Consultants,

16 Lansdowne Row, London W1X 7LN.

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RECRUITMENT CONSULTANTS
 PLUG IN TO THE POWERHOUSE

FINANCIAL SERVICES

Long Hours
 Hard Work

Commission structure means only potential

Millionaires need call.

Call 01-240 5032

We are an established independent firm of estate agents standing for an outstanding Residential Sales service in our Battersea Park office. A genuine home sales plus commission and other company benefits are offered. Please telephone or write with cv to:

David Lister,
 Duffell & Gordon,
 228 Battersea Park Road,
 London SW11
 Tel: 01-728 2877

Bennett & Fountain Group plc



Are currently recruiting staff in the following categories for their London and Home Counties region:

BRANCH MANAGERS
 SALES REPRESENTATIVES
 PURCHASING MANAGERS
 BUYERS
 TELEPHONE SALES/ORDER CLERKS
 WAREHOUSE STAFF
 SECRETARY

We are the fastest growing electrical distributor in the industry currently with 41 branches in the U.K. and these vacancies are available due to expansion plans. Top remuneration and benefits will be available for suitable applicants.

Please write to our London and Home Counties Regional Director: Mr. C. Homer on 01-555 9999, Bennett & Fountain Ltd, Maximo House, 40 Watton Road, Stamford, E15 2ND.

هكذا من الأهل

SALES CAREER

c. £30,000

A financial holdings company has 3 new positions in its SW London office for Account Executives and Account Initiators within its sales and marketing division.

You will be between 20 and 30 years of age and have a good education and possibly from a sales or city background, although applicants without experience will be considered as full training is provided.

You will be negotiating directly at the highest level with clients for participation in the unique concept of property syndication.

These are permanent prestigious positions with unlimited scope for improvement and promotion with exceptional rewards.

For further details please contact the Recruitment Officer.

01-940 9141

John Hill Investments PLC

Suite 15, London House, 243-253 Lower Mortlake Road
 Richmond Surrey TW9 2LL

INFORMATION OFFICER

Royal Academy of Music
 Salary Scale: £11,691 - £12,387
 (Including London Weighting)

The Royal Academy of Music requires an Information Officer to report to the Assistant Administrator and the Projects Officer.

Applicants should preferably be graduates with a business background and the ability to work on their own initiative on a wide variety of tasks. They should have good typing skills, experience of using computers for word processing/database applications, and a good telephone manner.

The Academy offers a 32 1/2 hour week, 30 working days' holiday and a friendly working environment.

Please apply in writing (together with a C.V.) to:

The Assistant Administrator

Royal Academy of Music

Marylebone Road

London

NW1 5HT

A-M MANAGEMENT

A major company dealing in financial applications are seeking the following personnel

PROJECT LEADER £24,000 +
 To head team of 6, IBM experience preferable. Subsidised 5% mortgage, int. free car loan, plus other benefits.

SENIOR SYSTEMS ANALYST £20,000 + mort.
 Advise on Business Requirements and pass information to Project team. Computer awareness essential.

SYSTEMS DESIGNER £16,000 + mort.
 IBM, IDMS, ADS on-line experience preferable, although training will be given to applicants with solid design experience.

ANTHONY MICHAEL ASSOCIATES,
 THE WOODBRIDGE SUITE, LONSDALE HOUSE,
 LONSDALE GARDENS, TURBRIDGE WELLS. 0892 515488.

ASSISTANT FINANCE OFFICER ASSOCIATED BOARD OF THE ROYAL SCHOOL OF MUSIC

To be responsible for the day-to-day accounting records of the Board using IBM system/36 computer. Salary up to £15,312 p.a. plus L.V.'s. Pension scheme. Contact: Mr. R.J.R. Humphreys, Finance & Admin Officer, Associated Board of the Royal School of Music, 14 Bedford Square, London, WC1B 3JG. Tel: 01 638 5400. Closing date applications & CV: Friday 22nd April 1988.

MANAGEMENT CONSULTANTS (EUROPE)

ACCOUNT EXECUTIVES/
 CHIEF ANALYSTS/
 CHIEF OF OPERATIONS

REQUIRED

WE ARE a worldwide organisation with over 30 years of proven success in enabling major international companies to improve their effectiveness.

WE PROVIDE:

- a proven quality of service in all fields of industry - earnings potential in excess of 150,000.00 pounds sterling
- extensive training and rewarding career development
- office backup and international resources

YOU ARE success oriented having:
 - excellent communication and interpersonal skills
 - experience in working at executive level with proven track record
 - the ability to manage and develop your own market area
 - a strong drive for success and achievement
 - for the posts of analyst and chief of operations previous consultancy experience is essential.

SEND YOUR APPLICATION WITH YOUR C.V. IN ENGLISH TO

P.O. BOX 527,
 ST. HELIER, JERSEY
 BRITISH CHANNEL ISLANDS

MANAGEMENT OPPORTUNITIES

(In Surrey and Kent areas)

If you are intelligent, hard working and ambitious, we will give you full training as a professional consultant within our company.

No previous experience necessary, we just require maturity, drive and above all honesty.

If you are aged between 23-45 please contact:

Mr Cordina
 on 0483 300865



ANSCOMBE & RINGLAND RESIDENTIAL LETTINGS

We are currently seeking ambitious, self-motivated negotiators for our Central and North London offices to join our highly successful Residential Lettings team. Experience and knowledge of the area would be preferable, but not essential.

Success will be highly rewarded, and promotion prospects are excellent.

For details, contact Mrs Christine Harding

Tel: 01 - 722 7161

A Member Company of Hogg Robinson PLC

THE MAINTENANCE GROUP - NATIONWIDE GROUP

Requires experienced professional sales representatives, articulate and adaptable, living in or adjacent to Newcastle, Manchester, Huddersfield, Nottingham, London Central and Poole, Sutton and Exeter.

We provide essential technical services to all public, industrial and commercial sectors.

Our offer is interesting, secure and well rewarded employment. Negotiable salary. Car and Expenses.

Please write or telephone:

Brian Proberton
 The Maintenance Company Ltd
 Downes House, Birchmore Lane, London E17 6JF
 Tel: 01-527 2344.

01-481 4481

GENERAL APPOINTMENTS

01-481 4481

CHIEF EXECUTIVES URBAN DEVELOPMENT CORPORATIONS

BRISTOL, LEEDS, CENTRAL MANCHESTER, SHEFFIELD C.£36,000 + CAR

As part of the Action For Cities programme, and building on the achievements of the existing UDCs, the Government intends to set up four further UDCs - in Bristol, Leeds, Central Manchester and Sheffield.

The new UDCs will, over the next 5 years, be responsible for securing the economic regeneration of inner city areas which offer very significant and achievable development potential. The key role of each UDC will be the creative application of public sector funds to encourage private sector investment and

create an attractive environment in which people will want to live and work. The Chief Executive will be responsible to the UDC Chairman and Board for planning, directing and controlling the total operation of his or her UDC.

These are high-profile, entrepreneurial appointments which will appeal to those with the confidence and ability to lead a UDC and its small team to success. They require a proven record of senior management achievement in either the private or the public sector - and a sensitivity to the opportunities and constraints of both.

To apply, send a full cv or write or telephone for an application form

to Mike Brown or John Harris, (quoting reference 2190/MB/T and indicating clearly whether you have a particular interest in any specific appointment), PA Personnel Services, Hyde Park House, 60a Knightsbridge, London SW1X 7LE. Telephone: 01-235 6060. Initial interviews will be conducted by the Manager of the PA Personnel Services office local to each UDC.



PA Personnel Services
Executive Search - Selection - Personnel Consultancy

Consultant

£ Excellent + Car + Benefits

Due to our continuing success, we now need to appoint a further Consultant.

The essential requirements are: maturity, literacy, articulation and presentation. Knowledge of the legal profession, whilst not essential, would be desirable.

The offices are modern and comfortable, the environment stimulating and progressive, the prospects excellent.

For further information please telephone or write, quoting reference AB.001.

Absolute discretion is assured.



LEGAL SELECTION

160 New Bond Street, London W1Y 0HR England
Telephone: 01-493 8515
124 hour answering phone
Fax: 01-491 7459

01-481 4481
ULTANCY
Organisation are complex...
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AGEMENT CONSULTANTS (EUROPE)
OUNT EXECUTIVES
HIEF ANALYSTS/
IEF OF OPERATIONS
REQUIRED

MANAGEMENT OPPORTUNITIES
Surrey and Kent areas
Mr Cordina on 0483 300865

MANAGEMENT OPPORTUNITIES
Surrey and Kent areas
Mr Cordina on 0483 300865

ANSCOMBE & RINGLAND
RESIDENTIAL LETTINGS
THE MAINTENANCE GROUP
NATIONWIDE GROUP

MC BUSINESS SYSTEMS
38/48 MONKTON STREET,
LONDON SE11 4TP
(Established 1934)

MC BUSINESS SYSTEMS

SALES PROFESSIONALS!

HIGH O.T. EARNINGS WITH CAREER PROGRESSION

MC BUSINESS SYSTEMS, ranked as one of the fastest growing PC Dealerships by Romtec, requires highly motivated, professional sales executives to support their continuing expansion plans.

National Account/Government/Export Sales - O.T.E. £45k+

As a leader supplier to national and government accounts, MC Business Systems is seeking outstanding sales professionals to spearhead expansion within this competitive marketplace. Ideally, successful candidates will be dynamic achievers with substantial experience in one of the above areas. An understanding of PC based L.A.N.S. and IBM370 and 3X communications is desirable.

System Sales - Accounting Based Solutions and Office Automation O.T.E. £45k+

Expanding their operation as a Multisoft Premier Dealer, this well established company is seeking ambitious, successful sales professionals to join their System Sales Division. Ideally, candidates will have a minimum of 3 years accountancy related experience, plus a knowledge of multi-user products such as Infomix 4GL. You will be selling products fully supported in both the DOS and Xenix environments.

Naturally, candidates applying for these positions should be ambitious and have the will to succeed within the highly competitive PC market. The Company offer generous packages including pension, life assurance, BUPA etc. And as you would expect, career prospects with the Company are excellent.

If you are able to give commitment to this growth, we will give you the opportunity to sell a wide range of innovative, solution based products into a well established client base. To further your career, ring Mike Cross on 01-582-5555, or alternatively send full CV details to the above address.

Unemployed? Don't leave your new career to chance

It's hardly surprising that people fail to achieve their true potential when they gamble on finding another job quickly, or just look through all the job ads.

At Chusid Lander we believe that whether you're out of work, facing redundancy or just feel you should be doing better, the last thing you want is just another job.

We are a group of specialist career consultants who, for the past thirty years, have been helping Executives and professional people earning £15,000 plus find their true potential and realise their future objectives.

We've helped many change their lives and we know we can do the same for you.

To arrange an early confidential appointment, without obligation, telephone your nearest office, (24 hour answer phone in London).

LONDON 01-580 6771 MANCHESTER 061-228 0089
BIRMINGHAM 021-643 8102 BELFAST 0232 621824
BRISTOL 0272 262367 GLASGOW 041-332 1502

CHUSID LANDER
35/37 Fitzroy Street, London W1P 5AF

JUNIOR SALES EXECUTIVE/ TELEPHONE CANVASSER

£8,000 - £10,000

The Times Higher Education Supplement and The Times Literary Supplement are looking for a sales person.

The successful applicant will be part of a small specialist group dealing with both classified and display advertisement sales and should be self motivated, well educated and articulate.

The successful applicant will receive sales training and there will be good prospects for career advancement for the right person.

In addition to the above salary the Company Offer 6 weeks holiday, membership of BUPA and Luncheon Vouchers.

Apply with full C.V. to Christopher Lorne, The Times Supplements, Priory House, St. John's Lane, London EC1M 4BX.

SALES OR ACCOUNT DEVELOPMENT? WE OFFER YOU A CHOICE

As one of the leading consultancies in the recruitment field - mainly in the hi-tech area - we are now implementing a plan of expansion.

Ideally you will currently be in recruitment or working within the computer industry and looking for the chance to start a challenging career in a sales environment. This means opportunities:-

- The opportunity to join a team handling a number of major accounts.
- The opportunity to build your own portfolio of clients.
- The opportunity to train for a senior position.

Your role will encompass selling the company's considerable services, including advertising, selection and project assignments to existing and prospective clients, both in the UK and overseas. The remuneration will include a high basic salary (negotiable), bonus, commission, car scheme, and WPA. The career rewards can be considerable if you have ambition, drive and tenacity.

For a confidential discussion call Karen Whelan, Managing Director on 01-994 5947 after 8.00pm or Steve O'Brien, Director on 09278 5297 after 8.00pm or during office hours on 01-637 9611. Alternatively, send your CV to

Management and Executive Selection,
Second Floor, Albany House, 324 Regent Street, LONDON, W1R 5AA.

CHARTERHOUSE APPOINTMENTS

TRADERS SAL 17-25K
A UK Main Board Trader is currently required by one of our clients. The successful candidate must have at least three years experience and be able to speak at least one European language. Ref: 1650 TG.

US EQUITY SALES SAL NEG
Our Client requires a US Salesman in his/her mid-thirties. Candidates must have extensive US experience and contacts with UK Institutions. This is an excellent opportunity to further your career. Ref: 1649 TG.

LEISURE ANALYST SAL EXCELLENT
UK Stockbroking House requires a Leisure Analyst with a good knowledge of Brewery and TV Stocks. Candidates will be graduates and have 3-4 years experience working for a reputable House. Ref: TG.

SENIOR UK ECONOMIST SAL NEG
Our client an International Stockbroking House is looking for an individual who will be the Senior analyst responsible for interpreting UK Economic developments for London based analysts and dealers and for their global client set for UK equities. The candidate is expected to be a mature individual in their late 20's or early 30's. Charterhouse also has openings for experienced Foreign Exchange, Eurobond and Commodity personnel.

For a confidential discussion of these positions contact
Tim Giles on 481 3188.
Europe House, World Trade Centre, London E1 9AA.

DIRECTOR OF ADMINISTRATION AND LEGAL SERVICES

£31,035 - £33,369

Applications are invited for the above post in view of the retirement of the current Director in September, 1988.

The successful applicant will be responsible to the Chief Executive for the provision of Legal and Committee services and in addition to heading the Administration Division he/she will provide direct assistance to the Chief Executive to enable the Council's corporate policies and projects to be implemented.

The post offers a considerable challenge for a forward thinking, perceptive person with the ability to provide innovation and momentum in the changing sphere of local government. The successful candidate will be directly involved with competitive tendering, school board reform and the administration of the Council's committees in dealing with the management of change.

Applicants should be enrolled Solicitors in Scotland and have extensive public sector administrative experience.

Further details and application forms (to be returned by 29th April, 1988) from
Director of Personnel and Management Services,
Central Regional Council, Viewforth, Stirling,
Tel: Stirling 73111, Ext. 361.

THE WORSHIPFUL COMPANY OF PEWTERERS

This senior City Livery Company wishes to appoint

A FULL TIME CLERK

The Company, which has its own Hall, has strong links with the pewter trade and the successful applicant will, as well as being responsible for the overall running of the Company's ceremonial, business and charities, including the management of a small Housing Association, be expected to spend some time promoting liaison between the Company and the trade. A salary in the region of £18,000 will be paid.

Applications should be made with curriculum vitae by 31 May 1988 to:

The Clerk,
Pewterers Hall,
Oar Lane, London EC2V 7DE

SALES MANAGER INTERNATIONAL REMOVALS

UNIQUE OPPORTUNITY with major International Moving Company based in London. Successful candidates must:-

- have PROVEN leadership and sales record
- have a successful background in the International REMOVAL, RELOCATION or related fields.
- have the capacity to develop and implement an aggressive marketing programme from the most impressive operational removal base in Europe.

Remuneration will be based upon experience and potential.

Contact Times - Box No. 669

SALES CAREER £25,000

A newly formed company which is part of an established group of companies has six new positions in London and Manchester for sales executives.

You will be between 20 and 40 years of age and have a good educational background. However, applicants without relevant experience will be considered as full training will be provided.

You will negotiate directly at a director/owner level for the installation of our unique and proven product with no competition.

These are permanent and prestigious positions with unlimited scope for improvement and promotion throughout the group.

For further details please contact:
The Recruitment Officer, Econostat Ltd, Richmond Bridge House, 417/421 Richmond Road, Twickenham, TW1 2EK.
Tel: 01 892 2637
For an immediate interview.

SALES REPRESENTATIVE

An opportunity has arisen for a person to join a leading national sales organisation specialising in building bricks.

Applicants should have a pleasant personality with outstanding selling ability, as they will be dealing with architects and contractors by personal visits.

The successful applicant who will be offered an attractive package will be looking to further his career into sales management.

Applicants in writing to:
The Manager, Taylor Maxwell & Coynsey Ltd,
34 King Street, Covent Garden,
London WC2E 8JQ.

RESEARCH ASSISTANT

Required by national charity with major interest in research in medicine and related technological disciplines to work with the Director on the planning, establishment and administration of an expanding programme of vehicle based research courses, long and short term trips, fellowships, and an ongoing series of seminars, workshops, lectures, etc.

A background in medical research is required and a graduate with relevant laboratory experience will be preferred. The successful candidate will require a full time commitment. Excellent terms and conditions. Experienced negotiators should:-

- forward cv to: Mrs J. Bellamy, 22 Grosvenor Gardens, London, W1 3AG or telephone 01-235-8984.

Apply with full cv including current salary, marking envelope 'Confidential' to:

The Director, Lambeth Research Fund,
43 Great South Street, London WC1R 3LL.

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Changing your career? Finding employment? Taking vital exams?

NOW IS THE TIME to consult us for expert assessment and guidance. Free brochures.

CAREER ANALYSIS
90 Gloucester Place, W1
01-435 5452 (24 hrs)

SALES CONSULTANTS

COMPUTER RECRUITMENT £18,000

Computac leaders in Computer Recruitment are seeking bright, self motivated consultants to join our lively young sales teams. You will probably be aged 22-30 years ideally with a Recruitment background and an excellent telephone manner. A professional outlook and personal qualities of enthusiasm and determination are vital in this highly competitive market sector.

We offer a good basic salary, company car scheme and an excellent commission structure geared toward high achievers.

If you feel you have the necessary qualities and are seeking a positive career move call Martin Barry for more details and an informal chat. Alternatively send your CV to the address below.

COMPUTAC
66 Great Eastern Street, London EC2
Telephone 01-739 7000 Facsimile 01-739 0159

MAKE A QUANTUM LEAP IN YOUR CAREER

Why settle for your present prospects when you could enjoy far greater earnings potential and better scope for promotion?

M.L. Group is looking for people aged 25-35 with the determination to succeed as financial consultants and become key members of the management team. Of course, we'll give you all the training you need.

To find out more, call the number on 01-491 4176 today. West End office.

SALES ASSISTANT

Thrilling job or men Friday to work as Sales Assistant in hectic Holland Park showroom of vibrant design orientated business. Plenty of further scope for bright workaholic Tuesday-Saturday, £7,500.

Tel: 01 221 4825 office hours.

01-481 4481

GENERAL APPOINTMENTS

01-481 4481

RECRUITMENT

£15,000-£30,000

We are the leading independent recruitment consultancy in the UK specialising in a wide range of appointments - both permanent and temporary - in accountancy, banking, financial services, insurance and the law.

Our recent expansion has led to a need for additional consultants in our division recruiting qualified accountants on behalf of clients in a wide range of commercial and industrial firms.

We would like to hear from bright ambitious people under 30 with either a background in recruitment consultancy or experience in a fast moving marketing environment. If you are able to match our high standards, the rewards are outstanding: generous basic salaries + commission structure, and after a qualifying period, participation in profit and performance related bonus, car, share options and pension schemes.

For further details, please contact Sue Handley Jones on 01-583 0073 (047 483 2156 evenings and weekends).

BADENOCH & CLARK

THE RECRUITMENT SPECIALISTS
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TELECOMMUNICATIONS

Our client, a British-owned telecommunications company, has experienced phenomenal growth, being the market leader in its sector and has a projected annual revenue of £25 million in the current year.

NATIONAL ACCOUNT MANAGERS

c £30,000 +

Your responsibilities will be for a sector of the largest companies in the UK. Based at one of the regional offices, you will be responsible for continuing the successful penetration of these key accounts with a comprehensive range of telecommunications equipment. A good knowledge of the industry, a proven track record and the ability to communicate at Director level are important, but the will to succeed is imperative.

MARKETING PROFESSIONALS

One of the key reasons for their success is their marketing philosophy, and opportunities exist for experienced Marketing Professionals to run the Planning and Research Department covering all aspects of the company's portfolio, and Customer Marketing Professionals responsible for the company's extensive direct marketing.

If you possess the necessary qualities, please contact Peter Kelly, on 0484 26211 for an informal discussion or send a full CV in strictest confidence.

Wardswift

MANAGEMENT SELECTION

Wardswift Management Selection, 29-30 Desborough Street, HIGH WYCOMBE, Bucks HP11 2NF

TRAINEE ACCOUNT EXECUTIVE

Computer Recruitment

Mayfair £9 - 14,000

Wear market leaders in assignment based specialist recruitment, operating across High Technology, Banking and Insurance. Our Executive Search abilities are highly respected and we have a reputation for producing highly innovative, award-winning recruitment advertising.

To assist in the development of our expanding, largely blue-chip client base, we require an additional trainee account executive for our Information Technology division.

Responsibilities will include calling new and existing clients, research, and monitoring the press in order to identify opportunities for our Account Executives to secure new business.

You should be of graduate calibre, ambitious, determined and resilient, in your early to mid 20's with good releases training. Good commercial awareness is essential.

The ambitious candidate can expect to progress to Account Executive within a year where their earnings will exceed £25,000 and include a company car.

For further information please write, enclosing full CV, to Karen Proctor, quoting ref GPO58

Lloyd Chapman

International Search and Selection
100 New Bond Street, London W1Y 0HR
Telephone: 01-408 1670

SENIOR RESEARCHER

£30,000 package

This leading firm of headhunters are looking for a senior researcher to join their well-established but expanding team. The successful candidate will ideally be working in a similar capacity at present but looking for a definite career step. Alternatively this position might suit a young MBA graduate with a number of years commercial experience in the areas of marketing/research. Age 26-35.

COBOLD AND DAVIS
RECRUITMENT LTD.
35 Bruton Place W1. 01-483 7788



Judy Farquharson Limited

47 New Bond Street, London W1Y 9HA.
01-493 9824

INFORMATION CENTRE MANAGER

For leading accountancy practice; must have people and information management experience, knowledge of computer systems and be aged 30-35. £20,000 + benefits.

SALES PROMOTION OPPORTUNITIES

Consultancy experienced sales promotion people at all levels required for major FMCG consumer accounts. A creative approach and attractive personality are as important as good account handling skills. Salary range £12-25,000 see.

RECRUITMENT OFFICER

Our client, a major firm of surveyors with upwards of 500 staff, require a recruitment officer who is well presented, has a thoroughly professional approach and at least two years experience in recruiting secretarial and administrative staff in a large company. Age 25-30. Salary: £14,000.

JFL RECRUITMENT CONSULTANTS

INTERNATIONAL ASSET RECOVERY

London based International Management Consultancy require Manager to develop new venture into recovery of financial and tangible assets worldwide.

Applicants will have had practical experience in either international loss adjusting, commodity broking, or political risk insurance. They will be graduates in their early 30s with an entrepreneurial spirit, flair for negotiating and will be keen to travel and operate in third world countries. Arabic would be an advantage.

Excellent package including car. CVs to BOX C60.

R.T. WARD LIMITED AND ROY T. WARD (CONSULTANTS) LIMITED

wish to appoint a GROUP DATA MANAGER

This is a senior position reporting to the Managing Director of an expanding group in the Insurance/Reinsurance industry. The group runs primarily large databases on a number of super micros.

The need is for an experienced manager to reorganise the group's computer needs, make recommendations for improvements and control the purchase and subsequent installation of new equipment.

The successful applicant will also take overall responsibility for the efficient running of the D.P. Departments, ensuring that technical departments are provided with timely and accurate data. Also he/she will be expected to continue the development of the systems.

The group offers excellent working conditions and the rewards associated with a position of this importance.

Age : 30+
Salary : Negotiable depending on experience.
Benefits : BUPA, Pensions and Life Insurance Scheme, Bonus Scheme, Sports and Social Club.
Please apply in writing enclosing Curriculum Vitae to:
The Group Office Manager, Sussex House, 59-62 Perrywood Road, Haywards Heath, West Sussex, or telephone (0444) 456171 for an application form.

YOUR OPPORTUNITY FOR CAREER SUCCESS

Are you interested in a career where you reap the benefits of your own efforts; where you'll have independence to plan your workload but support when you need it; and where the rewards will give you the lifestyle you've always wanted?

Teachers Assurance can offer you all this and more. We've been providing financial services to people employed in the public sector for over 100 years. Our reputation is founded on our service - which is where you come in.

We want people ideally aged between 26 and 55, who can listen, advise and, yes, sell solutions to financial problems. It takes a certain kind of person but if you've got the drive and ambition, we'll give you the best training and support available. Added to this, our financial support gives increased security from day one.

So what are you waiting for? To receive our explanatory brochure and application form please cut out the coupon and send it (no stamp required) to: Richard Trowbridge, Teachers Assurance, FREEPOST, Teachers Assurance House, 12 Christchurch Road, Bournemouth, BH1 3JW Or telephone (0202) 291111 ext. 269. Ref: ND8823

NAME: ND8823
ADDRESS: _____
TEL: _____ POSTCODE: _____
PRESENT POSITION: _____



THE GENERAL TRADING COMPANY SLOANE SQUARE

We have vacancies in our Kitchen, Glass and Modern Living Departments for FULL TIME SALES ASSISTANTS. You should be enthusiastic, outgoing and able to work both with the general public and as part of a team. Previous retail experience will be seen as an advantage although not essential. You will be expected to work 37½ hours per week, including every other Saturday morning. Salary according to age and experience plus benefits. To apply please call Sarah Mackay on 01-730 0411 or write to: The General Trading Company, 144 Sloane Street, London SW1X 9BL.

Managing Director (Designate)

Midlands/North West based Package c+£25 + benefits.

Our Client is an energy subsidiary of an internationally recognised Group that has a strong financial base and realistic development plans. The present Managing Director is seeking to appoint a successor who can take full control and responsibility after a period of working together. Initially it will be necessary to devise and implement a comprehensive business plan that will demonstrate a convincing exploitation of the growing market for new energy products with the initial emphasis on coal. Specifically the post's chief responsibilities will involve: Market research, sales planning, profitable product and materials management, product support, identifying potential industrial partners, planning and building a management team and the overall positioning of the company as a profitable and established market sector leader. Those applying should ideally be aged 35 - 45 years and educated up to degree/HNC standard and have relevant experience of the UK domestic and industrial fuel market with specific reference to coal production and handling.

Send your full CV to: Sue Callis, Energy Placements, 15 Woodfield Park, Collinton, Edinburgh EH13 0RT.

WANT TO WORK WITH KIDS?

OUTDOOR ADVENTURE EMPLOYMENT AND TRAINING OPPORTUNITIES

The UK's leading operator of Adventure Holidays for school groups offers a specialised training course for Multi-Activity Instructors who are keen to work in an Outdoor Education Environment with children.

Successful completion of the six-day residential training course, developed by professionals in the fields of Outdoor Pursuits, Education and Leisure, guarantees employment for up to 6 months as an Activity Instructor on one of our Residential Holiday Centres in the UK.

Ideal candidates are over 20, fit, outgoing, enjoy working with children, and must be available to take up full time employment immediately. Contact the Personnel Manager, TOPS Holidays, 34/36 South Street, Lancing, West Sussex. Telephone now on 0963 790310.

MARIE STOPES

MANAGER

Raleigh Nursing Home, London SW2
Starting salary £14,375 - £15,500

An internal promotion has created an opportunity for an energetic and enthusiastic Manager to fill this key role. The Raleigh Nursing Home is a 19 bed surgical unit offering termination of pregnancy. It became part of the Marie Stopes organisation in 1987.

As Manager, you will have full responsibility for the provision of a caring professional service, financial and budgetary performance and the future development of services at the Raleigh. You will ideally be educated to graduate level. Recent service management experience and good commercial awareness are essential, as is an informed and sympathetic approach to women seeking termination of pregnancy.

Please write with full CV and contact telephone numbers to the Personnel Manager, Marie Stopes House, 108 Whitfield Street London W1P 6BE. Closing date: 29th April 1988.

TEMPORARY CONSULTANTS

Are you an experienced manager, male or female, living in London, currently unemployed and interested in helping small-medium sized companies?

You need at least two years experience, plus the enthusiasm to tackle a project and see it through. Our M.S.C. backed retraining programme plus three months assignment could open fresh job opportunities. For details write with CV:

Thames Polytechnic, FREEPOST, London SE18 6BP or ring 01-854 2030 ext. 454/455 CLOSING DATE: 18TH MAY 1987

PC SALES.

Young, self-motivated individuals with knowledge of 5250.3270 emulation and the ability to sell IBM PC's, compatibles and peripherals are being sought by an expanding company. An ideal opportunity for an Engineer wanting to make a start in Sales.

If you have the technical or sales skills to sell our range of PC's and communications peripherals and want to earn an excellent basic salary, with realistic OTE of £30K, + a company car, then contact Kate Bishop on:

01 390 8466

PR Manager

Getting the right message across

Preston To £18,000

Communication. The essence of successful business. The very heart of British Telecom.

But it is not only lines, exchanges and switchboards we are referring to, it is also high-profile Public Relations, projecting our activities and creating understanding with our public.

In the Lancs. & Cumbria District, we are looking for an experienced specialist to head up a small PR team responsible for proactive media coverage and marketing support. Your brief is to co-ordinate the team's output, creating through innovative campaign planning, an imaginative programme of PR events to promote the company's activity and image.

Specifically, you will advise with senior management on campaign planning and co-ordinate to PR support to cover special events. You will also be responsible for organising the response to media requests, controlling sponsorship and promoting the inhouse magazine - all within strict timescales and set budget.

You will have had 5 years' experience and a proven track record demonstrating high motivation, sensitivity and campaign planning skills with the ability to relate these qualities to the longer term objective of the company. Presentation skills will be pre-requisite.

Starting salary is up to £18,000 rising to £20,998. There is a full range of attractive benefits and excellent prospects. To apply, please write with full CV, to: June Dowling, PD31, British Telecommunications plc, Lancs. & Cumbria District, 2nd Floor, Guild Centre, Lord's Walk, Preston PR1 1RA. British Telecom is an equal opportunity employer.

EUROMONEY PUBLICATIONS PLC

ADVERTISING SALES PERSON

Euromoney Publications PLC, winner of two Queen's Awards for Export Achievement, seeks a highly motivated and experienced sales person to join the successful advertising department of Euromoney magazine, the company's flagship publication.

The successful candidate will join our fast growing advertising sales team and will be responsible for calling on senior financial executives at leading international commercial and merchant banks, corporations and other financial institutions. You will be responsible for maximising sales with existing clients. As an experienced sales person you will also be given maximum freedom to develop new business.

Applications are invited from graduates. An attractive salary is offered together with commission and other benefits.

Please send your CV, including daytime telephone number, in confidence to:

Diana Chaplin
Director of Administration & Personnel
Euromoney Publications, Nestor House, Playhouse Yard, ECAV 5EX.

TWO YOUNG ENTREPRENEURS (MID TO LATE 20's)

To join the Marketing Department of a highly profitable Gatwick based manufacturing company, whose products enjoy significant share within the small electrical plant and industrial heaters and runs a substantial and profitable plant hire operation.

With a grounding in sales and marketing and with a relevant academic qualification you will be able to demonstrate a high degree of commercial awareness, above average communication skills and the drive and enthusiasm to make things happen.

Salary and benefits package are negotiable and will reflect your experience and expertise.

Applications with short career resume should be sent to: Miss F. Valente
W.C. Youngman Limited, Stone Street, Sleaford, Nr. Horsham, West Sussex RH13 7SD

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Positive employment Opportunity
to set up and develop worldwide
franchising and/or
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organisations. Priority in
Haworth, Glasgow and Ger-
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advantage. Should be prepared
for extensive travel with long
periods away from base. Write
including C.V. to BOX 811.

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GENERAL APPOINTMENTS

01-481 4481

RESEARCHER
£20,000 package
Firm of headhunters are searching for a senior researcher to join established but expanding successful candidate will work in a similar capacity as looking for a definite career actively this position might suit an MBA graduate with a years commercial experience of marketing research.

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INFORMATION
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ing consultancy practice, must have 5-10 years experience in information management, knowledge of computer systems. Salary £30-35,000 + benefits.

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OPPORTUNITIES
We are looking for sales promotion people to work for major FMCG companies. A creative, energetic and motivated person with a minimum of 2 years experience in sales promotion is essential. Salary range £12-25,000 per annum.

RECRUITMENT
OFFICER
A major firm of solicitors with a growing practice requires a recruitment officer who will be responsible for the recruitment of staff to all levels. A minimum of 2 years experience in recruitment is essential. Salary £12,000 per annum.

RECRUITMENT CONSULTANTS



lawyer-linguists

The Court of Justice of the European Communities is holding an open competition to recruit lawyer-linguists who are responsible for preparing all English translations for publication in the European Court Reports and for internal use.

Salary from £ 25,725 per annum net plus associated benefits and allowances.

Candidates must:

- be a national of one of the Member States of the European Communities;
- be less than 42 years of age on 13 May 1988;
- have a perfect command of English, thorough knowledge of French and good knowledge of at least one other official language of the European Communities;
- hold an honours degree in law or be an Advocate, Barrister or Solicitor.

Candidates (m/f) do not necessarily need to have had prior experience.

For further information and the compulsory application form, write referring to Official Journal of the E.C. No. C 83 of 31.3.88, (open competition no. C/72/87) to:

- Information Office of the Commission of the E.C., 8 Storey's Gate, London SW1 P3AT;
- Information Office of the Commission of the E.C., 4 Cathedral Road, Cardiff CF1 9SG.

The closing date for applications is 13 May 1988.

THE COURT OF JUSTICE OF THE EUROPEAN COMMUNITIES

TELEPHONE SALES EXECUTIVES

We are looking for bright, dynamic, hardworking, enthusiastic and determined people to join our successful Classified Advertising Department.

An outstanding opportunity for anyone aged between 20-30, living within the London area, who is well educated, has some commercial experience and can type, to join our expanding sales force.

To the right person we offer full ongoing training, £9,450 pa. (reviewed after 3 months) + approximately £3,000 commission, BUPA and generous holiday entitlement.

DO YOU MEET OUR REQUIREMENTS?

If so, telephone Sue Powell or Lesley Webb on

01-822 9343

during office hours and tell us how.

THE SUNDAY TIMES

PRODUCT MANAGERS

Shoe Leather

Leather Goods and Chamois

The Pittard Group has an excellent reputation for producing high quality leathers for use worldwide by leading manufacturers of shoes, garments, gloves, leather goods and accessories. The first year's results of the newly merged group produced a profit of 0.35% on a turnover of 197m, compared with 0.2m in 1986. In order to maintain the commercial benefits from the enlarged group, we are now seeking to fill two marketing jobs.

Chamois Division Product Manager
This is an important sector of the Group and involves development of an integrated marketing strategy for the division, monitoring and setting of our chamois and certain associated products.

Assistant to Marketing Director
With the expansion of the marketing function, there is a vacancy for a person to complement the marketing effort in the shoe and leather goods section of the Group.

Both appointments will be accountable to the Marketing Director - Pittard Group Sales, but will report directly to the Managing Director, technical directors and staff. Key objectives will be to identify profitable market opportunities for the Company's products, guide new product development to satisfy these targets, building with sales strategy to achieve the corporate objectives and profit aims.

The successful applicants are likely to be aged 28-35, with at least five years previous marketing experience, ideally in related industries, shoe leathers or accessories, be fluent in interviewing potential clients, have good communication skills, and be prepared to travel extensively in the UK and overseas. Languages, preferably Italian and French, would be an advantage in both positions.

The benefit package will be commensurate with an executive marketing appointment, including attractive salary, profit-related bonus, a company car, private medical insurance and relocation assistance.

Please apply in strict confidence to:
Mr C. Pittard, Group Personnel Director,
C/O Pittard & Co. Ltd., Silverdale Road, York,
Yorkshire YO21 5BA.



To Place Your Classified Advertisement

Please telephone the appropriate number listed below between 9am and 5pm, Monday to Friday, or between 9.30am and 1.00pm on Saturdays.

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Court & Social Advertising,
Thames Newspapers Ltd.,
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London E1 6DD

Please allow at least 48 hours before publication. Any enquiries for the Court & Social page may be made after 10.30am on 01-481 9933

You may use your Amex, Amex, Diners or Visa card.

MANAGING DIRECTOR

Computer Services

Package:
High Basic Salary + Profit Share + Quality Car + Private Patients Plan (including family)

Are you outstanding?
Are you outstanding in administration with a track record in company management second to none?

Are you a leader?
Do your leadership qualities set and achieve new standards of quality and excellence?
Do your people thrive under your leadership?

Do you relish a challenge?
Would you relish the challenge of driving a market leader with offices in the UK, USA and Australia (T/O £20M) to new heights, via organic development, acquisition and public quotation?

If this is you
Write to me personally and tell me why -
AG Antonades, Group Chairman
Eurolink Group Limited
Blenheim House, 56 Old Steine
Brighton BN1 1NH

EUROLINK GROUP LIMITED

METROPOLITAN FIRE BRIGADES BOARD - MELBOURNE CHIEF FIRE OFFICER (AUSTRALIA)

The Metropolitan Fire Brigade is regarded as a leading fire and emergency service with a history of innovation in disaster management, equipment development and training and education. The present Chief Fire Officer, Mr L. G. Lovell, has indicated his intention to retire in the near future and applications are now invited from suitably qualified men and women for the position. Applicants should be able to demonstrate extensive executive and/or senior management skill and expertise within related areas, innovative achievements, broad and varied experience and successful co-ordination and leadership of a multi-facet organization or service. Possession of relevant tertiary qualifications plus studies within management, preferably at post-graduate level, are seen as highly desirable. It is proposed that an initial appointment will be made for a minimum period of two years. At the completion of that term a further contract period for a similar or longer period may be negotiated. A detailed briefing paper setting out the requirements of the position may be obtained personally in the strictest confidence from the President of the Board on (03) 665 4211. Full confidentiality is guaranteed to all written applications as these will only be available to the President and Deputy President until such time as the applicants indicate their permission to proceed to the next stage. Written applications marked Personal and Confidential should be forwarded prior to 1 June 1988 in writing to:
Mr J. B. Parry,
President,
Metropolitan Fire Brigades Board,
456 Albert Street,
East Melbourne 3002
Australia.

HEAD SECURITY GUARD

To oversee residential properties in London and surrounding area. Previous experience in the Services or Police Force would be an advantage. Salary negotiable.
Please write with references to BOX C77.

SALES EXECUTIVE GREATER LONDON AREA

DEMOUNTABLE PARTITIONING
Opportunity for experienced Sales Executive to promote the sales of a new range of partitions. Remuneration by salary and commission. A company car is provided. Please contact General Sales Manager, U.A.S.T. Ltd., Harmony Works, Edinburgh Way, Harlow, Essex. CB20 2JA 0279 418031

PROPOSALS SUPPORT MANAGER

£17,000 + exc perks
To work for large City firm submitting proposals, organising resources, choosing themes etc. Business degree preferable, with a City of marketing background, and experience of working for senior executives. Good communications and interpersonal skills essential. For further details please call Nicole Bowen-Rose on 01-404 0222. Kingland Pers Cons

MANAGING DIRECTOR

Private sheltered house building company operating nationwide, based presently in North West. We are seeking a working director with a flexible approach and good organisational ability. Applicants must have proven experience of running a similar operation profitably and to programme. Salary commensurate with experience will be offered together with company car etc. Please apply in writing to:
The Chairman
Walton Commercial Group
Walton House, Vernon Street, Liverpool 2.

THE CHELSEA DESIGN CO
Seeking responsible person to assist customers and other responsible duties connected with expanding business. Appointment of successful candidate will be into a field involving business environment essential.
01 352 4626

WINE RESEARCHER, GREEN PARK
For occasional research into widely acclaimed wine list for Mayfair restaurant. Applying A.M. or similar. £10 per hour.
Tel: 01-483-4179 anytime

SENIOR SALES NEGOTIATOR
Required for a growing and successful Sales Agency. An excellent opportunity together with attractive salary and benefits package will be offered. Please write in confidence to:
Mrs S. Laid
29/30 Kingsly Street,
LONDON W1R 5LB.

BANKING & ACCOUNTANCY

GRADUATES ATTI TAX TRAINING

1988 Graduates sought by firms of Chartered Accountants for career roles training in personal/corporate tax, studying for the Institute of Taxation qualification (ATTI). Candidates should have a good academic record and outgoing personality. Vacancies exist in London and many provincial locations. Della Snape (01) 493 7786 or after 8.00 pm (01) 531 7796.

HARRISON WILLIS FINANCIAL RECRUITMENT CONSULTANTS
Central House, 39-40 Abchurch Lane, London EC4N 3DF Tel: 01-487-4461

THE INCORPORATED COUNCIL OF LAW REPORTING FOR ENGLAND AND WALES SECRETARY

The Council of Law Reporting, a company limited by guarantee and a registered charity, is seeking a Chartered Accountant to replace the present Secretary who is retiring shortly. The Council publishes the Law Reports, the Weekly Law Reports and the Industrial Cases Reports. The successful candidate will control a small office and warehouse, and will be responsible for the day to day management of the Council's affairs including the accounting function, subscription recording and collection, printing and distribution of publications and liaising with the editorial department. A working knowledge of microcomputers is essential, and an interest in OCR techniques and the electronic transfer of data to the printers would be an advantage. The post carries a good salary with the benefit of a non-contributory pension and life assurance scheme. Please write in the first instance enclosing a CV to:
R H Pettit FCA,
The Incorporated Council of Law Reporting for England and Wales,
3 Stone Buildings, Lincoln's Inn, London WC2A 3XN.

Ascot Racecourse Financial Controller

Our clients seek a qualified accountant, aged 50-55, with the breadth of experience to work with senior management, as well as a capacity for the unfailing attention to detail inherent in daily accounting routines. As a member of a small and close-knit management team, the Financial Controller keeps the books of account for the Ascot Authority, using a P.C. Responsibilities also include the preparation and presentation of budgets, management and financial accounts and any special financial reports that may be required. Please reply in confidence to:
Daphna Silvester, Coopers & Lybrand Executive Selection Ltd., Shelley House, 3 Noble Street, London EC2V 7DQ quoting the reference 883DS.

Qualified or Timebarred Seniors to £18,000

This "Top 20" practice in EC4 requires 3 Seniors to head up teams in Mainstream Audit and B.S.G. Candidates will work on audits of plc's and large private companies, assist clients in preparing for ISM listing, provide information for those in start up situations in a variety of industries including entertainment, catering and financial institutions. Personal preference for secondment to internal divisions, branch or overseas offices will be considered. CPE courses, up-to-date facilities and social functions are additional benefits. If you have 3+ years' experience in your current practice and are ACA/ACCA/AT qualified or timebarred, contact:
Claire Martin
PERSONNEL RESOURCES
75 Grays Inn Road
London WC1X 8US
Tel: 01-242 6321

ENGINEERING

INGENIEUR COMMERCIAL EXPORT

Nous sommes le leader mondial des équipements d'essai d'injection Diesel. Nos produits sont utilisés par les principaux constructeurs de moteurs Diesel et de véhicules à moteur Diesel ainsi que par des ateliers privés spécialisés dans la réparation des pompes et injecteurs. Nous recherchons un ingénieur commercial pour les marchés francophones d'Europe et d'Afrique. En collaboration avec notre réseau d'agences, il vendra les produits de nos catalogues. Il sera capable d'établir des contacts avec les principaux constructeurs de moteurs et d'automobiles du territoire et de participer avec le client au développement de spécifications pour des machines spéciales. Agé de 25 à 35 ans environ, le candidat idéal est titulaire d'un diplôme d'ingénieur. Une expérience acquise dans les domaines de la mécanique, de l'hydraulique et de l'électronique serait un atout. La parfaite maîtrise du français est essentielle et la connaissance d'une seconde langue européenne serait également appréciée. Ce poste offre d'excellentes possibilités de carrière dans une société en pleine expansion, une rémunération méritoire et une aide au logement dans la région agréable de Buckingham où le poste est basé. Merci d'adresser votre dossier (lettre de candidature, résumé de carrière et salaire actuel), à Mr T. H. Wernbach, Personnel Manager, Leslie Hartridge Limited, Tingewick Road, Buckingham MK18 1EF, Grande Bretagne.



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Take complete responsibility for the finance function of this small highly successful subsidiary of a major ad agency. The company doubled its turnover last year and is set to do the same again. The role will be to cover all aspects of financial control, reporting and development for expansion into Europe. You will be part of a young enthusiastic management team, and be heavily involved in making day to day business decisions.



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South Kensington Architects office require part time accounts person for 2 half days per week. Hours and salary negotiable.
Tel: 01-589 4949 for details

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W1 £16-20K
Our clients a thriving and successful young solicitors' firm urgently seek an experienced Book-keeper/Cashier to assume full control of all accounting and finance matters, at least to Trial Balance. This varied and responsible role offers excellent prospects, constant client and partner liaison. Experience of solicitors' accounting will be an advantage but not essential. For further information please contact:
Nick Heynes, the firm's recruitment advisor on 01-242 6509/0344, or write to him at:
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North West based £25 + benefits.

Secretary of an international a strong financial base and plans. The present Manager own a successful business which after a period of working by expansion, to devise and give business plan that will give explanation of the growing products with the initial objectives. Market research, sales product and managed support. Marketing potential planning and building a the overall performance of the and established market sales should result in aged 25-40 to deliver R.N.C. standard and with special reference to the

Energy Placements, 10 Park, Colinton, Edinburgh EH10 5RT.

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Advertising person for a major financial institution. The successful candidate will be responsible for the day to day management of the advertising function, including the preparation and presentation of budgets, management and financial accounts and any special financial reports that may be required. Please reply in confidence to:
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YOUNG PRENERUS (TO LATE 20'S)

Young Prenerus is a leading international recruitment agency. We are currently seeking a young professional to join our team in London. The successful candidate will be responsible for the day to day management of the advertising function, including the preparation and presentation of budgets, management and financial accounts and any special financial reports that may be required. Please reply in confidence to:
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01-481 4481

BANKING & ACCOUNTANCY

01-481 4481

Part Qualified Accountants • Your future in Financial Services

Financial Reporting

Our client is one of the most influential and successful financial services groups in Britain. As the single largest institutional investor in the UK with a continually expanding portfolio, they are one of the most innovative insurance and pensions companies and also have an impressive track record in unit trust management. An outstanding opportunity has arisen within the company for a young (early/mid 20's) part qualified accountant to assume control of the financial reporting requirements within a specialist division. Specific responsibilities will include: ensuring the accuracy and integrity of financial information generated from a comprehensive computerised accounting system; liaising with other divisions regarding systems controls and developments and undertaking ad hoc financial and management accounting tasks. The scale of change and diversity of business within the company

presents a challenge as considerable as the opportunity. The rewards are first class and include an attractive salary package plus full finance sector benefits.

It is the company's intention to relocate to an exciting and impressive new development in Welwyn Garden City towards the end of the year. Accordingly, an excellent relocation package is also offered.

The successful candidate will be working towards the finals of a recognised accounting qualification (CIMA/CACA) and be able to communicate effectively at all levels. Familiarity with mainframe and micro-based accounting systems would also be a distinct advantage.

Interested candidates should write to Ken Brotherston, enclosing a comprehensive C.V. at Michael Page Partnership, 39-41 Parker Street, London WC2B 5LH or telephone him on 01-831 2000.



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International Recruitment Consultants
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Perceptive ACA

The European Audit department, established in 1983, currently employs 17 staff and is designed to provide an advisory service to senior management. An interesting travel content of about 45% will allow visits to many European capital cities and possible trips to America, North Africa and the Middle East. The potential exists for a move out of audit as the department is seen as a proving ground for future line managers. A good verbal knowledge of French or German, or the ability to rapidly improve a basic skill through intensive training is essential.

Based High Wycombe

To join this outstanding department we invite applications from young, ambitious Chartered Accountants who qualified with a medium sized or international practice.

Attractive Salary Package

For a preliminary, and completely confidential discussion, please contact Nick Leather on the number below, or evenings and weekends on 0428 53708. Subsequent interviews can be arranged in major regional centres as well as London. Re-location package is available.

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Financial Recruitment Consultants, 37/41 Bedford Row, London WC1R 4JH. 01-831 1101 (24 hours)

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Corporate Banking, Europe

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The appointee will be responsible for marketing the bank's full range of financial services, including Corporate Mergers and Acquisitions, Project Finance, and Asset Based Lending. Based in London, the successful candidate will be capable of developing a broad cross-section of client contacts, whilst managing a small credit team.

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Full personal and career details should be forwarded to Mrs Gillian Harris, Manager, Personnel, The Bank of Nova Scotia, Scotia House, 33 Finsbury Square, London EC2A 1BB.

Scotiabank

CURRENTLY AUDITIONING: AN INQUISITIVE YOUNG ACCOUNTANT TO MAKE SENSE OF MEDIA AND ENTERTAINMENT

Deloitte Haskins + Sells Media Group is a team of multi-disciplined professionals handling corporate finance, corporate and personal tax, audit and management consultancy for some of the country's leading organisations in broadcasting; cable/satellite TV; film and video production; newspaper, magazine and book publishing.

We're looking for a young graduate accountant with up to two years' post-qualification experience to join the Group as part of our growth and development. The role has four broad areas of responsibility:

- Implementing and contributing to the media group's strategy, and administering its budget.
- Supporting clients through research projects, technical advice, and liaison with corporate finance and consultancy.
- Preparing proposals and internal briefings, writing articles and other materials for internal and external publication.

- Developing - and presenting internal training courses, participating in external seminars and exhibitions.

This is a fascinating position to suit a young, enquiring mind. The right candidate will be articulate and self-motivated, have a proven ability to write and experience in public speaking. As you'd expect from one of the largest accounting and business advisory firms in the world, prospects for self-advancement are considerable.

Starting salary is negotiable around £20K plus benefits, which will reflect experience to date.

Write in the first instance to: George Eccles at Deloitte Haskins + Sells, 128 Queen Victoria Street, London EC4P 4JX

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Divisional Accountant

Package c. £20,000 + car

This new position in the rapidly expanding packaging division of an independent medium-sized public company, offers career challenge to an accountant with at least two years' post-qualifying experience in a manufacturing or similar environment.

Based in NW Kent with regular visits to the manufacturing locations in the UK, you will be responsible to the Divisional Director for providing a full financial and management accounting service.

As a key member of the senior management team, you will be expected to contribute to the management of the division

and be involved with strategic planning and business development.

A strong personality and the ability to work closely with a wide range of people, including the managing directors of the manufacturing companies, are essential.

In addition to a base salary and profit-related bonus there are the usual benefits associated with a progressive company, including relocation assistance, where appropriate.

Please send full cv which will be forwarded to our client unopened. (Address to our Security Manager if listing companies to which it should not be sent.) Ref: T5018/TT.

PA
PA Advertising

Hyde Park House, 60a Knightsbridge, London SW1X 7LE.
Tel: 01-235 6060 Telex: 27874

INTERESTED IN FINANCIAL MARKETS?

The British Bankers' Association represents British and overseas banks on a range of issues to Government, official bodies and to the world at large.

Vacancies have arisen at Assistant Secretary level in the BAA's Secretariat. This also serves The Committee of London & Scottish Bankers.

Candidates are likely to be graduates with experience in one or more of the following areas: taxation; accountancy; financial markets; domestic and European legislation affecting banks; the economics of financial systems; regulation and supervision. A high standard of written and oral communication will be expected.

The posts are challenging and offer good scope for personal development. Work will involve preparing papers and policy statements for BBA and CLSB Committees, attending to their administration and implementing their decisions. It may also involve undertaking background research and writing articles for publication. A prime requirement is the development of contacts in official and private bodies both in the UK and overseas.

A competitive salary c. £20,000 (or more might be offered to an exceptional candidate) together with a range of benefits will be an attraction. The likely age is 25/35. Candidates should write with C.V. and details of current salary to:-

Head of Administration **BRITISH BANKERS' ASSOCIATION**
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London EC3V 9EL



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A top-calibre qualified accountant is urgently required to take the reigns of a rapidly expanding computer services company. This rare opportunity offers exceptional prospects and will include overall responsibility for business development, staff training, financing and company secretarial duties. A generous benefits package includes five weeks holiday and a substantial performance related bonus. Ref: GL/SS

307/308 High Holborn, WC1 Tel: 01-404 4561

PART-QUALIFIED ACCOUNTANT

W1 £16,000

Dynamic, go-ahead property company are presently recruiting. Expansion programme for 1988 dictates the need for an energetic and entrepreneurially minded part-qualified accountant. Initial responsibilities will involve financial and management accounts, as well as ad hoc projects and systems development. The company is offering excellent benefits package plus real career development in a growth market. Ref: A/877

79 New Bond St, W1 Tel: 01-493 3813

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This new position is being created as a result of the growth of 2 companies within the Fox Holdings Group. Responsibility will extend from central southern England into the West Country and will be based in Newbury. There are 12 trading companies currently operating from some 30 branches with further growth anticipated. The successful candidate will be responsible for the ultimate production of statutory accounts, tax affairs, coordination of budget exercises, analysis of monthly accounts and staffing in 2 computerised accounting centres. The person appointed will report to the Directors of each of the 2 major groups concerned and will be responsible for liaison with the holding Company. This senior position will attract a good salary, company car, pension scheme and private medical care. CVs should be sent for the attention of:

Mr R B Hicklin, Financial Director
Allen & Harris Ltd, 44 Chapp Street, Newbury, Berkshire RG14 5BX
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A Newly/Recently qualified ACA/ACMA/ACCA, aged mid-20's, should be seeking a highly team-orientated environment and can expect promotion to Sub-Controller or a line management role at Head Office within 2 years. Knowledge of foreign languages is not essential as full training will be provided.

Contact ANDREW FISHER Ref: 4542
Alderwick Peachell and Partners Ltd,
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125 High Holborn, London WC1V 6QA,
Tel: 01-404 3155.

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PARTNERS LTD

HORIZON

A guide to career choice

Caution: Greeks at work

Greece is fast becoming the new boom place to work. There is certainly tremendous potential there. For example, Belgium, with a similar-sized population generates five times the revenue from its computer industry, and many see Greece aiming to equalize itself with the rest of the EEC within five years.

The government has recently taken a number of initiatives to encourage growth and the development of local industry. Last year EEC nationals were allowed to repatriate funds freely, and in December the government announced important tax incentives - for example all profits from exports in 1988 will be exempt. Generous grants, newly available, are adding to the general buoyancy of the business climate.

Also important is the development of Athens as a main centre. Its new and effective mayor (nicknamed "Bulldozer") sees the city bidding for the 1996 Olympic Games as a move to force the government to take effective steps to deal with the appalling problems of pollution and traffic congestion.

From January 1 this year, EEC nationals do not need a work permit for Greece, a development which could save up to six months of relocation time. Just as important, it can offer relief for working wives who in the past have not been able to seek jobs.

The burgeoning growth in various sectors of the economy has, however, caused its own problems. There are serious shortages of the kind of people needed to deal with the increased volume and sophistication of business. Eirine Katsopoulos, the personnel manager for Rank Xerox in Athens, says aggressive salesmen are in short supply, closely followed by accountants and marketing executives. And Greece is not

Greece is up-and-coming as a place to work but, says Clare Hogg, it's advisable to discover the hidden pitfalls before taking up a job there

ignored by all, we left, mission unaccomplished.

Lorraine Butler, director of Executive Services which provides office facilities for foreign businessmen, has seen men wilt against "unforeseen forces." She says: "The telephone lines are always busy, crossed, don't ring, or are answered only in Greek. The customer is always wrong. The paranoia of secrecy seems impenetrable when seeking information.

Time is out of control - noon is not 12.00, it is 2.00pm, the afternoon begins at 5.00pm, rush-hour is four times a day. Christmas and Easter become mini-sabbaticals. Facial expressions take the place of conversation".

Tax inspectors require scrupulously kept records, and an endless process of registration must take place before invoices can be sent off. Employers in certain sized companies may find disabled persons presenting themselves to start work, with no notice and without having had any part in their selection.

The general advice is to do as much homework as possible before setting up a business in Greece (the British embassy will be helpful) and, before arrival, to find a well-recommended legal adviser.

The heavy bureaucracy is often cited as an impediment to business.

immune to the world-wide dearth of good quality general managers. Dr Panayotis Kanellopoulos, managing director of a computer agency in Greece, says that the computer market has expanded without the necessary infrastructure for the development of the market. In particular, this manifests itself in an unsophisticated approach to after-sales service, as well as a heavy burden of bureaucratic regulations. The experience is typical of other industries.

Despite the recent efforts of the government, many of the old problems remain. The heavy bureaucracy is unanimously cited as an impediment to business. I was forced to interview one businessman in the bustle of an Athens police station while he waited to have his signature authenticated - on a routine document. The process required that he present himself in person. After half-an-hour, during which we were studiously

warning by the prime minister during a debate in Parliament.

Frequent cabinet reshuffles, together with the unpredictability of local politics, result in a consistent foothold in government circles being almost impossible to achieve for a foreigner. For many, the only way is to short-circuit the official system, thus further inflating an already flourishing black economy.

Flexibility is a vital quality for the businessman in Greece. Greek is a complicated language that can take from a year to 10 years to learn. There is first the problem of a different alphabet, then an intricate grammar, difficult pronunciation and dialects, but it is worth learning. It takes a while to get to know the ropes, and for this reason sensible employers avoid short two-year tours.

However, there are many good points. Greeks have a high standard of living and the clothes shops in Kifissia, the snog-free Athens suburb where many expatriates live, could out-do Hampstead. Another example: John and Petra Grimes found a beautiful house to rent, but it needed total renovation. The landlady arranged for the completion of the works in two months, to their amazement because "a similar job in Brussels would take double the time."

This unexpected efficiency is, however, erratic, and usually influenced by outside factors. The standard of public maintenance works is noticeably better in an election year than at other times.

Landlords differ enormously, but some investigation is essential before undertaking a commitment to a property, and the basis of a rental agreement should be firmly established. Because of the high level of taxation in Greece, it is not uncommon to find the final agree-

'It's a fabulous place for the children - and the schools are good'

ment incorporating well below that actually payable, with the balance of the agreed figure falling under the ominous heading of "maintenance costs". Given the high level of personal taxation, the expatriate should explore it and to what extent, his employer can pay his salary off-shore. It is not unusual for an employee to receive a taxable salary in drachma sufficient only to meet normal day-to-day needs, with the balance being paid to a suitable off-shore location.

As a family posting, Greece has much in its favour. Rachel de Chabert, with five years experience of living in Greece, comments: "It's a fabulous place for children - you can take them anywhere with you and no one bats an eyelid. The British schools here are good, too".

And, of course, for those who enjoy sailing, windsurfing, swimming or just sunbathing, the advantages of Greece as a place to work are self-evident.

BANKING & ACCOUNTANCY

International Fund Management

US/JAPAN Up to £40,000 + car

Our client, a leading in-house pension fund with assets under management in excess of £4.5bn, is looking to fill two key appointments within its investment division. Their aim is to recruit experienced fund management professionals to join a small and successful team.

US Equities: With sole responsibility for funds of c£200m, the successful candidate will have a minimum of 3 years experience of North American markets.

Far Eastern Equities: Funds currently invested in the Far East total c£300m, biased heavily towards Japan. Candidates will have first-class experience of Japanese markets, although knowledge of other Far Eastern markets would be an added benefit.

Candidates will probably be aged between 27-35 with a good track record in the relevant markets. Ability to integrate within a team environment is a prerequisite for these positions.

If you match these criteria, contact Charles Ritchie on 01-404 5751 (evenings 01-673 6727) or write enclosing a full cv to Michael Page City, 39-41 Parker Street, London WC2B 5LE.

Michael Page City
International Recruitment Consultants
London Paris Amsterdam Brussels Sydney

MANAGEMENT ACCOUNTANT

Watford c£20,000 + Car

Our client is a substantial UK manufacturing company with locations in Watford and London which now seeks an ambitious accountant aged 25-30 to be responsible for budgets, forecasts, cost accounting, capital expenditure reporting and payrolls for both sites.

Candidates are likely to be finalist ACMA/ACCA students intending to qualify at an early date, with good experience in reporting and developing computerised systems and possessing well developed communication skills. Career prospects are excellent within a fast growing company.

Please reply in confidence with a comprehensive curriculum vitae including details of current earnings and a daytime telephone number to D.E. Shribman.

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Vernon House, Sicilian Avenue, London WC1A 2QH. Tel: 01-831 2323

AMBITIOUS FINALIST

Thames Valley £18-20,000

This fast growing publishing/consultancy company is, as part of one of the world's leading information technology groups, spearheading a universal change in the presentation, documentation, storage and retrieval of information.

Because of its continued growth it now wishes to appoint a Management Accountant aged 26-30 to act as deputy to its Financial Controller. His/her major role will be the improvement of management information to promote financial awareness at all levels.

Candidates must be ambitious self-starters with good analytical and communication skills and experience of group reporting requirements.

Please reply in confidence with a comprehensive curriculum vitae including details of current earnings and a daytime telephone number to Josephine Harvey.

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This is a position with exceptional prospects for an intelligent, ambitious person with management skills, capable of growing with the company. Graduate preferred, based in WCI and Feltham. Write to: Alastair Johnston ACA, Shadow UK, Hampton Farm Ind. Estate, Feltham, Middx.

Acquisitions and Marketing Projects

£24,000 + Car + Profit Share

This is a rare chance for a NEWLY QUALIFIED ACCOUNTANT to move completely away from audit and the "ivory tower" accounting role. Here you will work with Marketing and Operational Managers and guide fast expanding businesses throughout the continent. The next assignment, as a Controller in Europe or Scandinavia, should follow within 18 months. Please contact BILL CURTIS.

Personnel Resources, 75 Grays Inn Road, London WC1X 8US. Tel: 01-242 6321.

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This post will suit graduates with accounting work experience who have demonstrated progress in the attaining of a recognised accounting qualification. Full professional training will be given both practically and by the provision of day release facilities and financial support for studying purposes.

- Work involved will include:-
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Please send c.v.'s to the Director of Finance, Mr E.A. Roberts, City University, Northampton Square, London, EC1V 0HB, from whom further details can also be obtained.

RECRUITMENT CONSULTANT

£Negotiable

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Continued growth has created the need for an additional consultant. We are seeking a young, highly motivated individual who will probably have some accountancy experience or previous recruitment experience. You will receive full training, if required, and you will have every opportunity to progress and to share in the success of our dynamic and professional organisation.

For further details contact Helen Richards or Paul Goodman on 01-954 5242 (or 0442 85384 out of hours) or write to the address below:

financial SELECTION SERVICES

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We are a six partner firm and members of the UK 200 Group. We require experienced audit staff willing to take responsibility for a portfolio of clients. Applicants should have a working knowledge of tax and be interested in modern computer techniques available to the practicing firm. An excellent remuneration package is offered. Please send CV to:

Gary Malcolm, Patrick Keith Gibbs & Co, 35 Belmont Road, Uxbridge, Middlesex UB8 3RH.

ACCOUNTANCY AND MUCH MORE

Rapidly expanding national distribution company in West London with computerised accounts seeks young person to handle accountancy function amongst others.

Accountancy experience valuable but formal qualifications not so vital as ability to become deeply involved in Purchasing/Marketing/Sales role of tightly knit and flexible management team. Suitable candidate will quickly rise to highest level in general management with excellent remuneration. Please send c.v. to:

David Mitchell, Titan UK Ltd, Hanworth Trading Estate, Hampton Road West Feltham, Middlesex, TW13 6NH.

PLANNING ROLE c£25,000 + Car City
Continued business development in this exciting blue-chip company has created the need for a qualified accountant to join a small, talented team of financial planners. You will be involved in preparation and analysis of forecasts, development of financial models and ad hoc projects. Ref: AC 103.

ASSISTANT TREASURER £25,000 London
Major plc within the technology sector wishes to recruit an experienced treasurer. The duties will involve dealing with deposits and borrowing, foreign exchange, sterling securities as well as negotiating with banks. The ideal candidate will have a short sleeves approach and genuine business acumen. Ref: AN 12.

OFFICE MANAGER £24,000 Haris
This newly created position with a professional firm will appeal to candidates aged 25-40. Responsible for a wide variety of client work, the successful candidate will be conversant with all aspects of financial accounts and have recent experience of working in the profession. Ref: JCL 8.

SENIOR EUROPEAN AUDITOR £23,000 Bucks
US multi national seeks an exceptional qualified accountant to play a key role in its European audit function. The post will involve 50% foreign travel including assignments in Australia and Japan. Practical audit experience in a manufacturing environment and a foreign language are desirable. Relocation available. Ref: JPB 186.

FINANCIAL ANALYST £20,000 + Car Berks
A wide ranging job in a well known multi national providing financial information to all levels of functional management. It will encompass elements of planning, financial analysis and group reporting. Candidates should be qualified accountants, under 30 and preferably graduates. Relocation package available. Ref: JPB 289.

FINANCE OFFICER £18,000 London
This well known charity group seeks a qualified ACA/ACCA with experience of accounting for a non-profit making organisation. Duties will include preparation of financial accounts, budgets and plans with participation at a senior management level. For this rewarding position an interest in charity work would be desirable. Ref: JCL 81.

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OFFICE MANAGER

Direct Marketing Company - Covent Garden
Salary, circa 20,000

This position is ideally suited to a part qualified/qualified accountant with sound pc spreadsheet and budgeting experience who is seeking a broadly based role within a small company.

In addition to normal accounting responsibilities (reporting to the company accountant), he/she will require the necessary skills to manage the company's administrative and data processing functions.

Candidates should also have an interest in developing the scope of this role to include the duties of Company Secretary in the future. To apply, write to:

Nicole Courtney, Direct Marketing, 28-32 Shelton Street, Covent Garden, London WC2 8HP. Tel: 01-436 0055

AUDIT MANAGER

Audit Manager required for expanding Chartered Accountants Practice in London EC2. The successful applicant will be qualified with at least three years post qualification experience in a medium sized firm. The position is highly demanding requiring both technical and interpersonal skills. The salary will not be less than £25,000 per annum.

AUDIT SENIORS
Two qualified audit seniors are required to supplement growing audit team. Work is extremely varied requiring a high degree of professional ability. Successful applicants will be highly motivated and will effectively be profit centres in their own right. Salary commensurate with experience, will be above the current market rate. Apply in writing with full cv. to:

Martin Johnson, Peter Graham & Co, The Wilson Building, 1 Carlin Road London EC2A 3PA

CORPORATION TAX

Banking experience or a pt/qualified person with a firm of chartered accountants required by N American bank. Computations, pc literate, knowledge of VAT useful. £17,500 pa.

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Sum supervisory experience, thorough knowledge of B of E Returns, Federal Returns exp would be useful. Must have the ability to progress to a more demanding role £14,150,000 pa. Please telephone Sheelagh Arneil on 01 583 1661 or send cv to her in confidence.

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SECRETARY

Baker Street

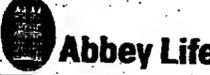
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Abbey Life

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Closing date: 28th April 1988



City of Westminster

Guide, Visitors Gallery

The Royal Exchange

Since its inception five years ago, The London International Financial Futures Exchange - LIFFE - has become one of the foremost exchanges in the world trading in financial futures and options.

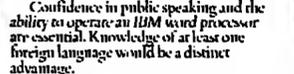
Overlooking the Trading Floor in the Royal Exchange is a Visitors Gallery from which groups of students, staff of City institutions, and foreign tourists can see traders from LIFFE's member firms buying and selling futures and options contracts, often in hectic and volatile market conditions.

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SPORTS LETTERS

An alternative sense of fun

From Mr Mike Williams

Sir, I trust your rugby writer had "fun" as he calls it - reporting the England 16 group international over Italy (April 4).

Regrettably he brought to the match an attitude to rugby more appropriate to the pre-war Obolensky era and the pages of the now defunct Boy's Own Paper. Regrettably, too, his comments epitomized the debilitating conflict at the heart of England's rugby dilemma.

We know that rugby can be played purely for physical enjoyment and "fun" as well as for deeper satisfaction. It is the Courage League system in its full swing, all rugby players have a recognizable choice as to whether they wish to play purely for fun or in the pursuit of excellence which results in deeper and longer lasting satisfaction.

One of the players "taking the game so seriously" last Saturday informed me afterwards that he had played in 27 matches to win his England "honour" and there was no doubting the pleasure he took in winning this symbol of achievement and in the manner of victory his team produced on the field.

The England team trained and practised together for four days prior to the international with a seriousness and a separate boards

From Mr J. I. Brennan
Sir, Can Syd Millar (the former Irish and British Lions prop) be serious when he pretends that rugby football is open to all ethnic groups in South Africa? Having been there, both as player and administrator, he must know what the arrangements are: there are quite separate boards for whites and others. The appearance of a non-white player on a South African team is rare and, when it happens, probably cosmetic.

His nonsense is on a par with the fatuous assertion that you cannot mix sport and politics. How can you not? A fair definition of "politics" is, I

Genuine rugby
From Mr J. E. Maxwell-Hyslop
Sir, Would it be presumptuous for a very old stager to comment on the letter from Mr D. S. Cooke (April 9) in which he drew so depressing a picture of modern rugby? I have no objection to much of what he says, but cannot agree with his conclusion that the only remedy is to abolish most of the forward play and concentrate on multiple three-quarter play, as in Rugby League.

The deterioration of genuine rugby stems from the date some 30 or more years ago, when the law, that after a tackle the ball had to be played with the foot, was abolished. Before that as soon as one player (generally a

Injustice for young golfers

From Mr H. N. L. Blenkins

Sir, As is shown by John Hennessey's article on the Halford Hewitt tournament (April 7), young British golfers attending American universities appear to suffer an injustice in the matter of handicaps.

They are not allowed to count their American competition scores for the purposes of their UK handicaps, nor are they allowed to use their American handicap here. As a result they may, when returning for vacations, be obliged to revert to higher previous handicaps at their home clubs, and that in turn will prejudice their chances of being accepted for the more important British amateur events.

This is the position of Edward Richardson, a talented young member of a club who was mentioned by Mr Hennessey. He is a student at the University of Miami and the authorities there have courteously sent us a schedule of his numerous competition scores. Whether by British or American computation they would give him a playing handicap of one, but the English Golf Union has directed that these scores be disregarded.

In consequence he receives an earlier handicap of three, and may lose his chances of competition at national level in the UK.

This policy of our handicapping authorities seems misconceived and calculated to deter rather than encourage ambitious young players. We suggest that it be speedily reviewed.

Yours faithfully,
H. N. L. BLENKIN,
Rye Golf Club,
Camber, Rye, Sussex.

Best time wasted
From Mr Stephen Garvin
Sir, The school reputation of this country is, or will shortly be, returning for a summer term which will begin with winter barely over and end early in June, summer having barely begun. Thousands of acres of playing fields, in the hands of the lovely cricket grounds in the land, will then remain empty and unused during the best time of the year.

When I was at school in the Thirties the summer term ran right up to the end of July. What sense is there in this change, which has the equally serious consequences, such as the catastrophic decline of public school and university cricket, to name but one? Perhaps some latter-day headmaster or other authority would kindly explain this matter.

Yours faithfully,
STEPHEN GARVIN,
Little Brickdehurst,
Stonage,
Wadhurst, East Sussex.

Raising interest
From Mr P. T. Johnson
Sir, Your columns have recently been littered with remarks on the declining public interest in Test cricket. It would be too much to expect the administrators to surface with a solution to this, so here is an idea to set the ball rolling. The drawn result must be eliminated; therefore each innings will be restricted to a maximum of 100 overs. In the case of weather interference, the second innings will be yet further reduced, by an appropriate formula. Teams bowling their overs slowly will suffer a penalty in the form of penalties in terms of runs or overs.

That should help to restore the circulation.
Yours faithfully,
P. T. JOHNSON
127 North Hill,
Plymouth, Devon.

Potential captain defects to League

By Peter Bills

The long-term threat to the prosperity of Rugby Union in Australia has once again been made manifest by the loss of one of the country's top players. The decision of Wallabies Brett Papworth and Matthew Burke earlier this year following the tour of Argentina to turn professional was a considerable blow. Now Ricky Stuart, at 21 considered one of the finest young players of the amateur code, has left rugby in England, signed by Alan Jones to play for the Wallaby squad, coached by Alan Jones. He had made his name as captain of the Australian House in a doubtful decision to join the Wallaby squad, coached by Alan Jones. He had made his name as captain of the Australian House in a doubtful decision to join the Wallaby squad, coached by Alan Jones.

Stuart was called to Argentina last autumn as a replacement to join the Wallaby squad, coached by Alan Jones. He had made his name as captain of the Australian House in a doubtful decision to join the Wallaby squad, coached by Alan Jones.

All that changed when the Canberra League Club suddenly moved to a new deal, the financial details involved persuaded Stuart that there was no decision to make.

Stuart is said to be receiving a basic sum of almost \$250,000 (about £102,500) over a three-year period. In addition, he will receive a further £10,000 per annum for work at the Canberra club. Further money will accrue from bonuses for wins and even draws. As Canberra are presently in the top three of the Australian League table, he can expect to earn a not inconsiderable amount immediately from his bonuses. The deal in all is probably worth around £140,000 over three years. Big money for a lad of 21 to start.

Papworth picked up a similarly lucrative deal from Eastern Suburbs League Club, although a broken arm has recently put him out of the game. Burke earned slightly less from his father's old club, Manly Warringah.

The damage to the union game is considerable. The loss of Bob Dwyer, said "Replacing players of the quality of Burke and Papworth will be a hard job. Stuart would have figured highly in our plans and it is a colossal blow to have lost him as well."

And the former coach, Jones, said: "Stuart's decision has to be commended and less for the amateur code. He is a young man of extraordinary ability, as have been proven by Canberra's move. He has hardly played any senior club rugby yet was offered such a good deal. The long term loss to the rugby union in Australia are serious indeed."

BOARD SAILING
Mistral helps
Elischka on
Reinhard Elischka, of Austria, recorded a speed of 36.25 knots on a 1000m short start, after racing began at the Jubilee Walker Speed Sailing event at Port St Louis, France, yesterday (Roger Lean-Vercoe writes).

The long-awaited mistral started yesterday morning and by 11.15 the Jubilee Walker Union 30 and 35 knots were being recorded. Elischka's run, which will be confirmed at the end of racing, is just 2.21 knots slower than the world record

Point-to-point by Brian Beel
Naylor-Leyland sustained both a dislocated shoulder and collar-bone.

John Deutsch and Paddy's Penil repeated their 1986 win in the Lord Ashton of Hyde's Challenge Cup over four miles. HEYTHROPE Heat 1, Prince Pagan (Capt C. Morrison); 2, Metula (L. Lay); 3, Foot Slick (N. Wake); 4, Lashley (J. T. F. Smith); 5, Everett (Mrs G. Harman); 6, Open 1, Paddy's Penil (J. Deutsch); 7, Goldspur (M. F. Smith); 8, Open 2, Metula (L. Lay); 9, Tolmore (Mrs T. Howell); 10, Kresbourne Bay (J. Pritchard); 11, Rasee Voo Hoops (L. Lay); 12, Metula (L. Lay); 13, Chalk Pit (C. Gee); 14, Britey (G. Smith); 15, Prince Midmore (H. Fleming); 16, Mdn E. 1.



Lapierre overhauls Charmer to win yesterday's Ladbroke European Free Handicap at Newmarket. (Photograph: Ian Stewart)

Reprimand taken out as Cecil 2,000 team thins

By Michael Seely, Racing Correspondent

Reprimand was withdrawn from the 2,000 Guineas and Cecil 2,000 team thins

Reprimand is getting better, said the seven-times champion trainer at Newmarket yesterday. "But we've run out of time. We'll have to try and get him ready for races like the Irish 2,000 and the St James's Palace Stakes."

Reprimand twisted a front joint 12 days ago and Carmelite House has a sore back. "Carmelite House is still slightly sore. Cecil continued. 'I haven't taken him out of the race yet but he's very unlikely to get there.'"

At yesterday's acceptance stage 42 horses were withdrawn leaving 48 standing their ground. Cecil also took out Salse and Yachtsman.

"Salse is still on the easy list," said the trainer, whose hopes now rest on Sanquiro, his runner in this afternoon's Craven Stakes.

The general price on offer against Lapierre for the Guineas was 33-1 after Michael Roberts, 11 times champion jockey of South Africa, had brought Cecil Britain's three-year-old steeplechase virtuoso the entire field.

Worse was to come in the next race, however, when Young Lover fell at the fifth and Naylor-Leyland sustained both a dislocated shoulder and collar-bone.

Point-to-point by Brian Beel
Naylor-Leyland sustained both a dislocated shoulder and collar-bone.



Lapierre overhauls Charmer to win yesterday's Ladbroke European Free Handicap at Newmarket. (Photograph: Ian Stewart)

Treble lifts Gifford to 1,000 mark

By Michael Seely, Racing Correspondent

A remarkable record-breaking treble at Ascot yesterday took Josh Gifford to a career bank of 1,000 winners as a trainer over jumps.

Gifford's three winners - French Goblin, Direct Approach and Rallybane - were all ridden by Richard Rowe and all three won in record time.

Ballyhane completed the S&A treble and brought up the 1,000 when beating Royal Stag in the Bollerig Champagne Novices' Handicap Chase.

"I haven't planned any celebrations - I didn't really expect it," Gifford said before going off to enjoy a glass of champagne at the expense of the Ascot management.

Ballyhane's time of 4min 41.6sec was 3.4 seconds faster than the previous 2 1/2-mile chase record set by Very Promising three seasons ago.

Earlier Direct Approach, the first of two winners for Jim Joel, took 1.3 seconds off Grand Canyon's 1978 record when winning the Royal Fern Novices' Chase over three miles.

This followed an equally impressive performance by French Goblin, who clipped a second off Dawn Run's 1983 record in the 2 1/2-mile Lily Tree Novices' Hurdle.

Explanations accepted at Cumani inquiry
The Newmarket stewards yesterday accepted the explanations of the cause of an inquiry into the running of Raykour on Tuesday.

After drifting from 7-2 to 13-2 before the Ladbroke Handicap, Raykour made good late progress to finish fifth, beaten little more than a length.

Cumani told the stewards that the colt was not moving well going down the hill but that, on inspecting the rising ground, he started to run on again. The trainer said he was satisfied with Ray Cochrane's riding.

Yesterday morning, Raykour was found to be slightly lame and Cumani's vet diagnosed a pulled muscle.

Queen's Bench Divisional Court

Justice who knew previous record should not have sat

Regina v Downham Market Magistrates' Court, Ex parte Nudd
Before Lord Justice Watkins and Mr Justice Kennedy (Judgment April 13)

A magistrate who had convicted a defendant of threatening to kill his wife and thus knew his full antecedents should not have been part of the bench which a month later tried the same defendant for failing to supply a specimen of breath.

The Queen's Bench Divisional Court so held on an application for judicial review by Barry Robert Nudd, in quashing his convictions by Downham Market Justices, on August 27, 1987, for offences of failing to provide breath specimens contrary to sections 7 and 8 of the Road Traffic Act 1972, as substituted in Schedule 8 of the Transport Act 1981.

Mr Michael Clare for the applicant; Mr David Spens for the prosecution.
LORD JUSTICE WATKINS said that the chairman of the justices on the occasion of the August conviction had also been on the bench which on July 23, 1987, convicted the applicant of making threats to kill his wife and imposed a suspended sentence of imprisonment.

should not be heard by someone with previous experience of the applicant.

Unfortunately there was a misunderstanding between the solicitor and the justices' clerk who was under the impression that the solicitor was asking for the case to be transferred to another petty sessional division.

The clerk refused the application, saying that it was a small rural court with only 11 justices. Many defendants regularly appeared before the court and tended to become known.

The question for the Divisional Court was whether the clerk had addressed his mind correctly and applied the correct principle.

which might lead to bias or the suspicion of bias. That was the relevant and applicable test.

Applying that test it seemed to his Lordship that it was wrong for the chairman to proceed to sit in this case. The public could not come to any other conclusion than that he might not have been able to put out of his mind his knowledge of the defendant in a case which turned on the defendant's word against that of a police officer.

Analogies had been drawn between this case and others. They had not been very helpful. Cases of bias and ostensible bias had to be regarded in the light of the circumstances of the case which had no relevance to other cases.

MR JUSTICE KENNEDY, agreeing, said that it was easy to understand how the clerk fell into error. He had a balancing exercise to perform. The court did not know whether the clerk had the applicant's full criminal record. If not, the clerk had his Lordship's sympathy.

Clearly, in such circumstances the solicitor should set out in full the grounds on which he was seeking to show why a magistrate should not sit.

Solicitors: W.F. Smith & Co, Swaffham; Crown Prosecution Service, HQ.

Law Report April 14 1988

Tipping sites are capital not current assets

Rolle (Inspector of Taxes) v Wimpey Waste Management Ltd
Before Mr Justice Harman (Judgment March 29)

Land sites acquired by a company specializing in waste disposal for use as "consumable tipping space" constituted capital and not current assets of the company. The expenditure incurred on acquiring and setting up the sites or on restoring them when infilling was completed was allowable as a deduction in computing the company's tax purposes.

MR JUSTICE HARMAN so decided in the Chancery Division upholding an appeal by the Crown from a determination of a single special commissioner that had allowed an appeal by Wimpey Waste Management Ltd against a tax assessment made on it for its accounting periods from 1978 to 1984 inclusive.

The taxpayer company became involved in waste disposal in 1977 and thereafter acquired land to use for tipping. By 1984 it was providing a comprehensive waste disposal service to both the private and the public sectors and had some 20 freehold or leasehold sites that were licensed for use for the tipping of waste.

they were restored in accordance with the conditions specified in the licences and used for grazing or parkland purposes.

In the company's audited accounts the sites were shown as constituting current assets and the company claimed that all the expenditure that it incurred annually on acquiring sites, preparing and developing them and on allocating sums for land restoration was of a revenue nature and deductible in computing its liability to tax. Those claims were rejected by the company's tax inspector.

The special commissioner who heard the purpose of the appeal found in relation to each site that the identifiable asset was the air space that it provided supported by the land, coupled with the relevant permission to deal with it in a particular way.

MR JUSTICE HARMAN said that the issue was whether the expenditure on the acquisition of the sites and on making them suitable for waste disposal was deductible. It raised the old question - one of law - of whether payment was capital or income.

Agreement to injure not essential
Metal and Rohstoff AG v Donaldson Lufkin & Jenrette Inc and Another
Before Mr Justice Gagehouse (Judgment March 29)

It was not an essential ingredient of the tort of conspiracy that the sole or predominant purpose of the agreement was to injure the other party.

MR JUSTICE GATEHOUSE said that his understanding of Lord Diplock's speech in Lonrho Ltd v Shell Petroleum Co Ltd (No 2) (1982) AC 173, 186 did not produce the result that predominant purpose to injure was an essential ingredient of the tort of conspiracy.

Although phrases were used in certain passages which prima facie appeared to refer to all types of civil conspiracy, the House was considering only one type, the "conspiracy to injure a man in his trade or business", in which the act which caused the damage to the plaintiff would not be actionable in tort if committed by one person alone, but might become actionable if committed pursuant to an agreement or combination between two or more people.

It was that curious feature which Lord Diplock had to mind in describing it as an "anomalous tort". The House of Lords was not concerned with other types of civil conspiracy, such as the simple conspiracy to commit any other act which would be tortious if committed

Chancery Division

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It was that curious feature which Lord Diplock had to mind in describing it as an "anomalous tort". The House of Lords was not concerned with other types of civil conspiracy, such as the simple conspiracy to commit any other act which would be tortious if committed

by one person alone.
It would have been most surprising if the House of Lords had intended to alter radically the nature of all those types of conspiracy which had long been recognized and were generally known as "illegal means" conspiracies, where predominant purpose has hitherto been immaterial. The speech of Lord Diplock in Hadmore Productions v Hamilton (1983) 1 AC 191, 228 seemed to emphasize that conclusion.

With diffidence, his Lordship adhered to his interpretation, despite a decision of Mr Justice Hing in the contrary in Allied Irish Bank v Hojar (The Times March 11, 1988).

Solicitors: Herbert Smith, D.J. Freeman & Co, Freshfields.

Chancery Division

Correction

In Lowrey v Remton (The Times March 3, 1988) counsel for the plaintiff were Mr Stanley Brodie, QC, Mr Michael Brent, QC, Mr John Friel and Miss Jacqueline Beech.

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By Mandarin (Michael Phillips)
Warning and Sanquiro, the current market leaders for this year's 2,000 Guineas, meet for the first time today in the Charles Heidsieck Champagne Craven Stakes at Newmarket.



Guy Harwood rates Warning best juvenile he has trained

Undercut himself returns to the fray for the Feilden Stakes. I thought that there was much to like about the way that he looked and moved when I saw him out at exercise at Pulborough last month.

NEWMARKET Selections

By Mandarin
2.00 Undercut.
2.35 Bellefleur.
3.10 Warning.
3.40 Dumphy's Special.
4.10 Slip And Stick.
4.40 Arc Lamp.

3.40 REMY MARTIN COGNAC HANDICAP (ES,080: 1m 4f) (8 runners)

- 401 (1) 126022 CHAIVE SOURCE 227 (D.F.) (S.P. Poppenhimer) G Wragg 5-8-10. Paul Eddy 87
402 (2) 323- PROFESSIONAL GULF 222 (D.S.) (Mrs M Harwood) J Tice 4-9-8. Paul Eddy 89
403 (3) 310110 ROUSHAUD 172 (D.S.) (H H Agg) R J Johnson Moxon 4-10-11. R Cobden 94

2.35 Tutor. 3.40 DUNPHY'S SPECIAL (asp). 4.40 Arc Lamp.

The Times Private Handicapper's top rating: 2.00 UNDERCUT.

3.0 SOTHEBY'S HANDICAP CHASE (E1,725: 2m 5f) (8)

- 424- BACKSTREET GUY 5 (D.S.) (Mrs M Harwood) 5-11-10 White
4300 GENERAL JOY 9 (D.F.) (D Nicholson) 8-11. R Dunwoody
2021 KITTENING 12 (D.S.) (A Turrell) 7-11-10. R Dunwoody

2.00 Undercut. 2.35 Bellefleur. 3.10 Warning. 3.40 Dumphy's Special. 4.10 Slip And Stick. 4.40 Arc Lamp.

By Michael Seely
2.35 Tutor. 3.40 DUNPHY'S SPECIAL (asp). 4.40 Arc Lamp.

4.10 LADBROKES BOLDBOY SPRINT HANDICAP (3-Y-O: E5,825: 6f) (18 runners)

- 501 (5) 021113- PEAR OF LIGHT 17 (D.S.) (G Greenwood) R Alkhatir 8-12. J Reid 88
502 (6) 021114- PEAR OF LIGHT 17 (D.S.) (G Greenwood) R Alkhatir 8-12. J Reid 88
503 (7) 021115- PEAR OF LIGHT 17 (D.S.) (G Greenwood) R Alkhatir 8-12. J Reid 88

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Carroll House (8-12) beat Deynes (8-12) 1/1 at Newbury (1m, G) 2/1476, good, Jun 23, 12, ran.

FORM CHAIVE SOURCE (8-9) 2nd to Lamb (8-9) at Haydock (2m 2yrd, 2587, good, May 11, 1987).

Professional Gulf (8-7) best effort a 1 1/2 lengths of Peating Auld (8-4) at York (1m 4f, 2754, good to soft, Aug 26, 8, ran).

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LUDLOW Selections

2.0 Our Tilly. 2.30 Carminda. 3.0 BCKSTREET GUY (map). 3.30 Duhalloy Boy. 4.0 Peace Club. 4.30 Leading Role. Brian Bell's selection; 4.0 Krystle Saint.

Going: good to firm

2.0 HALL WATERIDGE & OWEN SELLING HURDLE (E100: 2m) (20 runners)
2 P10 PELIS CROSS 17 (D.S.) (D Nicholson) 8-11-10. J Grogan
10 P10 LYON COEUR 47 (D.F.) (J Jordan) 5-11-4. C Smith

2.30 TOTE NOVICES HURDLE (E1,359: 2m 5f) (8)

7 3000 PROBE HILL 20 (D.S.) (D Nicholson) 8-11-10. M Hargrave
13 10 ARCTIC TREASURE 87 (D.S.) (D Nicholson) 8-11-10. M Hargrave

3.0 SOTHEBY'S HANDICAP CHASE (E1,725: 2m 5f) (8)

4 22-4 BACKSTREET GUY 5 (D.S.) (Mrs M Harwood) 5-11-10 White
4300 GENERAL JOY 9 (D.F.) (D Nicholson) 8-11. R Dunwoody

Course specialists

TRAINER: T. Forster, 13 winners from 44 runners, 25.5%. N. Dwyer, 12 winners from 32 runners, 37.5%. J. Grogan, 12 winners from 32 runners, 37.5%.

PERTH Selections

2.15 Timminion. 2.45 Rosskova. 3.15 Laid Back. 3.45 Tim Friend. 4.15 Brother Geoffrey. 4.45 Green Tops.

Going: good

2.15 BREADALBANE NOVICES HURDLE (Div 1) (E885: 2m) (18)
1 0021 STAVHAR GOLD 25 (D.S.) (J Wilson) 6-4-10. M Dwyer
3 0-9 SARUM 10 (D.S.) (D Nicholson) 8-11-10. G Martin

2.45 CHARLES CAMPBELL HANDICAP HURDLE (E1,356: 2m) (15)

1 1241 ROSSKOV (D.S.) (J Wilson) 8-11-10 (Res.)
2 0023 ATKINSON 9 (D.S.) (G Richards) 11-10-10. G Martin

3.15 TOTE CREDIT NOVICES CHASE (E2,475: 3m) (11)

4 2022 STAVHAR GOLD 25 (D.S.) (J Wilson) 6-4-10. M Dwyer
5 0023 ATKINSON 9 (D.S.) (G Richards) 11-10-10. G Martin

3.45 BREADALBANE NOVICES HURDLE (Div 1) (E885: 2m) (18)

3 1 TRISTY FRIEND 17 (D.S.) (J Edwards) 6-11-10. T Morgan
5 0023 ATKINSON 9 (D.S.) (G Richards) 11-10-10. G Martin

Newmarket results

2.30 (m) 211. DEEP APPROACH (R) Robert R. Beyer 11-10-10.
2.30 (m) 212. DEEP APPROACH (R) Robert R. Beyer 11-10-10.

Perth

2.15 (m) 1. Flaming Pearl (M) Steven 8-11-10.
2.15 (m) 2. Flaming Pearl (M) Steven 8-11-10.

Ascot

Going: good to firm
2.0 (m) 44. French Goblet (R) Row 14-10. 2. Parkin (R) Row 14-10.

Ripon

2.0 (m) 1. Canby (M) Lynch 5-4-10.
2.0 (m) 2. Canby (M) Lynch 5-4-10.

TAUNTON Selections

2.15 Golden Acre. 2.45 Gouffon. 3.20 Sulmy Strut. 3.50 Mammere. 4.20 Crowcooper. 4.50 A Lad Insane.

Guide to our in-line racecard

105 (12) 0-422 GOOD TIMES 74 (D.S.) (Mrs D Robinson) B Half 9-10-0. West 41 88

Going: firm

2.15 FRESH START NOVICES HURDLE (Div 1) (E216: 2m 1f) (14 runners)
1 39-011 BOLDY BEATLE 17 (D.S.) (R Frost) 8-11-10. B Powell

2.45 MELODY MAN HANDICAP HURDLE (E2,530: 2m 1f) (12 runners)

10011-4 BICKERMAN 10 (D.S.) (D Dowling) J Spangley 5-11-10. G Anthony 89
10012-5 BICKERMAN 10 (D.S.) (D Dowling) J Spangley 5-11-10. G Anthony 89

Course specialists

TRAINERS: R. Holder 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100.

3.20 CLARKE WILLMOTT & CLARKE HANDICAP CHASE (E2,771: 2m 150yds) (15 runners)

1 12223 QUICKSTEP 21 (D.S.) (M Phipp) M Phipp 7-11-10. P Scudamore 87
2 011-001 SOULFUL STRUT 18 (D.S.) (Mrs J Corbett) F Walsby 7-11-10 (Res.) S Stalton 88

3.50 APRIL DONALD JOCKEYS NOVICES SELLING HURDLE (4-Y-O: E820: 2m 1f) (10 runners)

1 02001 MAMMERE 8 (D.S.) (F Fletcher) S Cole 10-12. S Cole 80
2 000 ALDINOTID 44 (D.S.) (C Whistley) C Threlknap 10-10. P Scudamore 88

4.20 HUSBANDS HANDICAP CHASE (E2,108: 3m) (14 runners)

1 00221 COMEY LANE 16 (D.S.) (A Stocker) D Barrow 9-12-0 (Res.) D Powell
2 0-000 HICKWOOD PATROL 20 (D.S.) (Mrs P Stocker) P Hobbs 8-11-10. P Scudamore 88

4.50 FRESH START NOVICES HURDLE (Div 1) (E823: 2m 1f) (14 runners)

3 1 P22 A LAD INSANE 16 (D.S.) (D Bayly) 7-11-0. P Cropper 88
4 178 BUCKLE TRAIN 8 (D.S.) (M Coombe) Mrs J Phipps 5-11-0. M Phipps 87

Course specialists

JOCKEYS: M. Hills 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100.

3.30 BRONFELD SAND & GRAVEL HANDICAP CHASE (E1,725: 2m 4f) (9)

4 2023 LARRYVO 15 (D.S.) (J Water) 8-11-10. D De Haan
5 222 DUNALLOY BOY 12 (D.S.) (T O'Connell) 8-11-10. D De Haan

4.30 DJ PROFILES NOVICES HURDLE (E1,038: 2m) (18)

1 121 LEADING ROBE 19 (D.S.) (M Phipp) 4-12-10 (Res.) J Laver
3 222 PRINCEVALE 10 (D.S.) (N Gasque) 4-11-10. A Hales 87

4.30 DJ PROFILES NOVICES HURDLE (E1,038: 2m) (18)

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CRICKET: CARIBBEAN DOMINANCE SHOWS SIGNS OF CAPITULATING AS A CONFIDENT PAKISTAN TEAM PONDERS AN HISTORIC VICTORY

West Indies look to Richards in a time of need

From Richard Streeton, Port of Spain

West Indies look to the return of Richards and Marshall to restore both form and a belief in themselves when the second Cable and Wireless Test match against Pakistan starts here today. It is many years since a West Indies team at home were so comprehensively outplayed as they were in the first Test match at Georgetown.

Inevitably, the entire cricket world will be wondering whether a long period of dominance is about to end, with West Indies possibly losing a series in the Caribbean for the first time since 1972-73. Ian Chappell's Australians were the winners then, by 2-0 with three draws, against Rohan Kanhai and a West Indies team who lacked Gary Sobers for the first time in two decades.

Compared with Guyana earlier this month, West Indies will be much stronger today. It is still asking a great deal of Richards and Marshall, however, to rise to a challenge that is as stiff as any they have faced in their careers. Richards has practised hard this week but he has not played a match since his abscess operation on March 13. Whether he makes runs or not, West Indies will benefit from having their regular captain back at the helm.

Marshall remains non-committal about his fitness and this game might decide whether an operation is necessary for a bone growth on the knee. Marshall was declared fit to play in the final one-day international two weeks ago but the knee swelled up again from the jarring it suffered on the hard Bourda Ground.

SACU takes succour from cricketers' vote

By Ivo Tennant

The South African Cricket Union (SACU) was delighted yesterday that the Cricketers' Association had no dissenters to its opposition to any interference in its members continuing to play and coach in South Africa.

At the Cricketers' Association meeting on Tuesday, the vote was carried by 85 to nil, with three abstentions.

"We are very pleased that they have taken such a tough line, since about 60 County cricketers come here each year," Dr Ali Bacher, managing director of the SACU, said. "In our isolation, we need help in the townships, and more players here who can upgrade standards."

"The right of the sportsman to sell his wares in the market should be sacrosanct. As township cricket gains in importance throughout South Africa, so coaching from English players becomes more vital to us and race relations improve."

A delegation from the SACU, including Dr Bacher, will come to England at the end of June to lobby International Cricket Conference (ICC) member countries before the meeting in July. A proposal is to be put at the ICC meeting seeking to exclude players with South African links from Test Cricket.

Local opinion is that there will be early assistance for the fast bowlers, but that the pitch could become more docile as the game progresses. Imran Khan must be at his best again if Pakistan are to achieve an early breakthrough and Abdul Qadir could play a decisive role later. Imran went carefully at practice yesterday because of a slight groin niggle but it is not considered serious.

Pakistan might gamble on the fitness of Wasim Akram to support Imran as the obvious replacement, Saleem Jaffer, has a slight bout of shingles. West Indies have summoned the Trinidad wicketkeeper, David Williams, to join their squad as Dujon is still in pain from a cracked finger. If Dujon cannot play, his absence would leave the West Indies tail even longer than it is.

It is extraordinary how pessimistic the Georgetown defeat has left the ordinary West Indian that one meets. Some of this mood, I suspect, has permeated the West Indies camp and Pakistan have to start favourites to achieve what would be an historic victory.

It was a warm, soft, spring morning and the charabancs crissed out of London packed with Easter day-trippers. Unnoticed and unheralded two fresh-faced lads from Woking headed into the capital towards the mighty Hobbs Gates at the Oval.

A nod to the gateman, a quickening of the stride, and through the hallowed portals they went, into the dressing-rooms of Surrey County Cricket Club. So 50 years ago today, began the distinguished careers of the Bedser twins, Alec and Eric.

Much has changed in the world since that day, a day on which Wolverhampton Wanderers beat Leicester 10-1 in the first division, France stormed through Catalonia and the smell of war hung heavily in the air. Age has changed little in the characters, attitudes and even the appearances of the brothers.

They are still the same thick-set, broad-shouldered, rugged men of yore, who were renowned for their direct, no-nonsense approach to life as well as to the game of cricket. Good manners, good habits, and no pretence have always been their moieties. Such values stood them in excellent stead during playing careers which spanned the 1950s when Surrey won seven consecutive championships, and extended into the early 1960s. Alec became the more celebrated of the pair by dint of his Test bowling feats, which included a world record of 236 wickets in 51 Test matches. The event is later elevation to the chairmanship of England's selectors for an unprecedented 13 years until 1981.



Twain view: after 50 years Alec (left) and Eric Bedser are still in love with the game (Photograph: Bryn Colton)

Bedsers reach a joint milestone

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'Alec (left) and Eric in their playing days

Eric also gave valiant and worthy service to the game, being Surrey's most accomplished all-rounder since Percy Fender, taking 797 wickets (average 24.88) and scoring 14,148 runs (average 23.93). That Alec should have become such a prolific wicket-taker, an opponent whom Bradman rated as one of the most difficult, was beyond the boy's wildest dreams.

That Eric was not challenging him as an opening bowler was due entirely to chance. Eric recalls: "We knew how many wickets Surrey had on their books so we thought we'd stand a better chance if one of us took to spin. We tossed a coin, I lost, and became the off-spinner."

and they left school at 14 to work in a solicitor's office. If the Surrey coach, Alan Peck, had not been running an indoor school in Woking it is unlikely that the twins would ever have presented themselves at the Oval, such was their diffidence.

Peck saw their promise. "I just remember being so awed by it all," Alec says. "Yet everyone was so kind to us. We were paid £2 a week plus a match fee. It was play or no play which certainly made you go out there and practise. There's talk these days of pressure but then, there was no safety net at all. Most of the professionals were working class lads so you knew that if it didn't work out you were back to the building site."

Both of them are cautious about wallowing in nostalgia. For them the old days were better, if only because today's player, for whatever reasons, does not seem to derive the same pleasure from the game. Given their deep sense of propriety they naturally deplore bad behaviour, whatever excesses may be offered. Playing standards have declined, they feel, particularly among bowlers. The praise of their contemporaries is rattled off: "Statham, Tyson, Trueman, Laker... all great bowlers."

It seems they are reluctant to carp too much because it is a game they still love and cherish. Cuttings, portraits, statues and all manner of memorabilia adorn the family home, all stirring warm memories of careers which will be commemorated in a special luncheon at the Oval tomorrow.

Mick Cleary

TENNIS

McEnroe decides on a year of effort

From Barry Wood, Tokyo

John McEnroe has decided to commit himself to a further 12 months in tennis before reviewing his position in the game. Speaking after his second round match against Greg Holmes in the Gateway Cup, McEnroe had been weakened yesterday, the former world No. 1 expressed his renewed dedication to a career that has brought him both enormous success and mental anguish.

"I came to the conclusion recently that I have a lot to gain by coming back and a lot of positive things could happen even if I didn't get back to where I have been in the past," he said. "I know there will be days when I'll wonder if it's worth it, especially when I start losing matches, and that will be the real challenge over the next few months."

"But there are days when I really feel excited about it, and the more days I feel that way the more they will push me to make a bigger effort."

During the troubled times of his last attempted comeback, thoughts of giving up entered his mind. But he never seriously considered them. "These thoughts do cross your mind, but deep down I don't think I'm a quitter," he said. "I feel that if things start falling into place then I'll actually start getting back to where I think I can be."

And, that is, if not quite to the top, then certainly a solid place in the top 10. But it will take sacrifices and dedication. He has spent months in the company of his former doubles partner, Peter Fleming, working on his physical fitness—running up mountains, lifting weights and so on—but appreciates that the heat of battle will present another challenge entirely.

"It's easy when you're winning out at home. The pressure is not the same, and I'm going to have to give up some things now, like spending time with my family or being in one place for any length of time. But I feel I have something left to give and I'd be cheating myself if I didn't give it that shot."

However, things are not progressing as he would like. The sport may lose one of its most charismatic figures. "If within a year things are not moving in a positive direction, not necessarily reaching No. 1 or No. 2, then it will be a good time to re-evaluate," he said.

"There are too many things in other parts of life that I find happy and it's counter-productive for everyone—and most of all myself—to go out there and not enjoy it. A year is sufficient for me to know."

Lalonde defence

Trinidad (Reuter) — Donny Lalonde, the Canadian World Boxing Council light-heavyweight champion, will defend his title against Leslie "Tiger" Stewart, of Trinidad, here on May 29.

TODAY'S FIXTURES

- 7.30 unless stated
- FOOTBALL
 - Barclays League Fourth division
 - Hullax v Leyton Orient
 - Sarnoff v Rush League: Dursley v Newry
 - CENTRAL LEAGUE (7.30): First division: Gillingham v Bradford City; Second division: (7.30): Nottingham Forest v Sheffield Wednesday; Sheffield United v Everton (7.30); Second division: Southampton v Mansfield
 - SUNDAY MORNING COMBINATION: Charlton v Wokingham; Maidenhead v Maidenhead
 - VAUGHALL-OPPEL LEAGUE: Premier division: Leyton-Wingate v Kingstonian; Tooting and Mitcham v Croydon; First division: Wokingham v Croydon
 - NORTHERN PREMIER LEAGUE: Premier division: Warrington v Bolton; Bolton v Warrington
 - LONDON SENIOR CUP: Semi-final: veylor v Hampton v Bromley
 - FA YOUTH CUP: Semi-final, first leg: Doncaster v Tottenham (7.0)
 - SOUTHERN JUNIOR FOOTBALL CUP: Final, first leg: Luton v Queen's Park Rangers
 - RUGBY UNION
 - COURAGE CLUBS CHAMPIONSHIP: Second division: Richmond v Saracens (8.15)
 - RUGBY LEAGUE
 - STONES BITTER CHAMPIONSHIP: Second division: Springfield v Whitworth (8.0)
- OTHER SPORT
 - BOXING: Tournament, Cafe Royal, London
 - CRICKET: Cambridge University v Middlesex (at Fenner's, 11.0)
 - SKIDDING: British open championships (at Alpe d'Huez)
 - SCUASH RACKETS: 16-Top British open championships: Qualifying (at Wembley)
 - TENNIS: Junior Wimbledon

SPORT ON TV

DAIRY: BBC2 4.25 p.m.: Hayward's Poles. British youth championships. Quarter-final highlights from Finsley Green. RACING: CA 2.30 p.m.: 2.55, 3.10, 3.40 and 4.10 races from Newcastle.

Har spe shee

Horton Hull's

Charlton with Iris

Ball assesses damage after first setback

SHOOTING

Tucker on target as sun shines

The sun shone on Sydney's Maroubra rifle range yesterday and so did Andrew Tucker, with every shot firmly in the bull's-eye, as the Great Britain rifle team kept its unbeaten record by winning the Arthur Phillip match for overseas teams of five (our Rifle Shooting Correspondent writes).

Tucker, aged 50, who is on his seventeenth overseas tour, put 15 shots into the bull at 300 metres, then 10 more at 800 metres for 125, the highest possible score. All five of the team made the highest possible at 300 metres and although Tucker was the only one to repeat the performance, both Paul Kent and John Warburton scored 124 out of 125. Charles Cunningham, 123 and Andy Chown, 122.

The tourists have not yet faced the Australians but will do so today in the Australia match.

RESULTS: Arthur Phillip Match, 1. GB, 619/50; 2. Channel Islands, 610/50; 3. New Zealand, 610/44; 4. Canada, 609/50; 5. US, 597/55; 6. Wales, 585/53; 7. Kenya, 562/42.

AUSTRALIA MATCH TEAM

J. Thompson, M. Patterson, A. Chown, P. Kent, A. Tucker, J. Warburton, C. Cunningham, P. Bromley, J. Bellenger, O. Richards. Coaches: O. Painting and A. Clarke.

RACKETS

Complex in Spain will feature rackets court

By William Stephens

A real tennis and rackets court is to be constructed in southern Spain as part of a luxurious country club and property development.

Although real tennis flourishes in Spain, as it did throughout Europe, from the 13th to the 18th centuries under royal patronage, the only rackets court on the Iberian peninsula is that in Gibraltar, which is still in play.

The complex, Andalucia Hill, will be built on a 10-acre hilltop site next to Puerto Banus, near Marbella, and will comprise 361 penthouses, studios, two- and three-bedroomed apartments and conference rooms as well as facilities for real tennis, tennis, lawn tennis, squash, rackets, badminton, swimming, golf, bowls, horse-riding, pistol-shooting and physical fitness.

The project has been masterminded and financed by Jimmy Tildesley, who moved to Spain after the sale of his successful Midlands engineering firm.

Tildesley was Public Schools rackets singles champion in 1954 when at Rugby, and represented Oxford in the University match for three years — during one of which his partner was

RUGBY LEAGUE

British teams to stage exhibition game in US

By Keith Macklin

Wigan and Warrington, the two leading British teams, will play an exhibition match in Milwaukee at the end of next season as the Rugby League attempts to establish a bridgehead in the United States. The event is the brainchild of Mike Mayer, the president of the United States Rugby League, who has been in England for several months.

Mayer, of Wisconsin, a former American football player, has been campaigning in America for nearly 14 years, but his efforts to get the 13-a-side code established have faltered because of lack of major sponsorship.

Now he has reached agreement with a stadium in Milwaukee and with the two English clubs. Wigan and Warrington are being asked to put up a \$50,000 guarantee to help cover launch expenses, with the hope that if the exhibition match is a success they will recoup the money and more.

Ronnie Close, the Warrington secretary, said yesterday: "Leeds were asked to be the Wigan's opponents, but they've declined. The \$50,000 could have been a stumbling block but the brewery Graham Whiteley have agreed to sponsor us." Wigan confirmed

YACHTING

Crewsearch response prompts extra trial

By Barry Pickthall

Sixty-two aspiring sailors, all keen to break into the big time, will be put through their paces in the company of Rodney Pattison, the triple Olympic medal winner, at Torquay this weekend in the first of 10 regional Crewsearch trials to find the next generation of yachtsmen to keep Britain in the forefront of offshore and ocean racing.

Places on the scheme, sponsored jointly by The Times and James Capel, the global investment house, have been much sought after, attracting more than 1,500 applicants for the 700 places.

Indeed, the sheer pressure of numbers has prompted the Royal Yachting Association and the Royal Ocean Racing Club, with national coach, Bill Edgarton, to combine the Crewsearch, to combine the Irish and Scottish trials, and organize a sixth event in the South, at Brighton in June.

"The high standard of applicants has certainly surprised us," Edgarton said yesterday. "The numbers, too, particularly from the South, have been overwhelming, and this extra event will allow us to test out a greater number of potential

FISHING

Time for anglers to rise to the bait

By Conrad Voss Bark

Now is the time to look into our fly boxes, to see more flies to fill the gaps, take our rods out from the cupboard, polish them up a bit, and consider the possibility of going down to the river.

It is hard luck on fishermen in towns at this time of the year, handicapped by their desks, attached to telephones while at the back of their minds is the knowledge that the weather is changing, there is a feeling of spring about, and they may well be missing the first hatch.

Somewhere or other, possibly along the banks of the Hampshire Avon, the grasshopper will be coming up. I once saw bankside bushes at Somerley so full of grasshopper that every branch seemed to be on the move with fly.

In Wales about now, one might expect a flurry of March Browns, which on the Uak

FISHING

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should always be fished dry with some of the splendid patterns tied by Jean Williams, of Usk town. Above all, certainly on most rivers almost everywhere, this is the time when the large dark olive should be moving.

There must be at least 20 patterns of artificial flies that have been tied to represent the large dark olive (Baetis Rhodani) ranging from the Greenwell to Kite's Imperial to Charles Cotton's Blue Dun to the Devon pattern of the Blue Upright, and heaven knows how many more. All will take fish sometimes, though by no means will they take fish all of the time, which makes choice of fly somewhat interesting.

I know a man who, when the large olives are up, always fishes the Pleasant Tail, and another the Gold Ribbed Hare's Ear, and they refuse to fish anything different, while at the same time

a third man, following the advice of Dermot Wilson, will persist with a Bencos Betge. All take fish almost as regular as clockwork.

But what is one to make of the vast different artificial flies when only one kind of natural fly is coming off the water? There are three possibilities.

One is that all 20 artificials all look like the large dark olive. The second is that it is not the pattern of the artificial that matters but the way it is presented to the fish. The third is that fish do not mind what they eat as long as they eat something.

The report, *Fishing in Norway*, which was reviewed on April 7, can be obtained from the Atlantic Salmon Trust, Mollis Pitlochry, Perthshire, PH16 5JQ, price £1.58.

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